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THE ROTARIAN

Vol. VII. No. 6

DECEMBER, 1915

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The First Christmas

St. Luke, Chapter II

And it came to pass in those days that there went out a decree from Caesar Augustus, that all the world should be taxed. And all went to be taxed, every one into his own city. And Joseph also went up from Galilee out of the city of Nazareth, into Judea, unto the city of David which is called Bethlehem; to be taxed with Mary.

And so it was that while they were there the days were accomplished that she should be delivered. And she brought forth her firstborn son, and wrapped him in swaddling clothes and laid him in a manger: because there was no room for them in the inn.

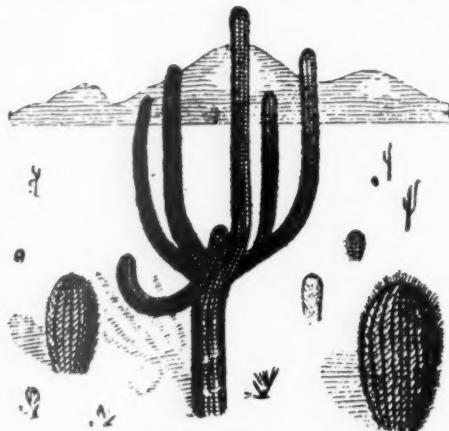
And there were in the same country shepherds abiding in the field, keeping watch over their flock by night. And lo, the angel of the Lord came upon them, and the glory of the Lord shone round about them; and they were sore afraid. And the angel said unto them:

"Fear not! For behold, I bring you good tidings of great joy, which shall be to all people. For unto you is born this day in the city of David, a Saviour, which is Christ the Lord. And this shall be a sign unto you: Ye shall find the babe wrapped in swaddling clothes, lying in a manger."

And suddenly there was with the angel a multitude of the heavenly host, praising God and saying:

"Glory to God in the highest, and on earth peace, good will toward men!"

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THE ROTARIAN

The Magazine of Service

Vol. VII

DECEMBER, 1915

No. 6

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Chesley R. Perry, Editor

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Frank R. Jennings, Advertising Manager.

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The single insertion rate after January 1, 1916, will be \$1.00 per line, with a discount of 25% on a twelve insertion order, paid in advance.

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bet! Albert McKay—Here to stay! Thank you.

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Read The Rotarian

The brightest thoughts of the brightest, most earnest and most active Rotarians form the contents of THE ROTARIAN each month.

Experiences from every line of life and activity are set down for our reading. The articles are virile. They tell how other men in all lines of endeavor meet and overcome the same obstacles that confront us.

Take THE ROTARIAN home. Read one article, if no more. Look over the table of contents. You are certain to find some articles of real value to you.

Read THE ROTARIAN. It will be of benefit to you.

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“To fulfill every promise; to mix integrity with every article you sell; to be courteous and kind; to be fair always to all men; to build up with hope for better things as your guiding star; to keep faith with others, as well as yourself; to try to do the thing better than it has been done; to hate sham, shoddy and bombast; of such is the kingdom of successful business.”

The above words were prominently displayed on the show case of the Rotary Drug Store in Houston. Display of sentiments of this kind in all Rotary stores will do much to educate the general public as to what Rotarian service means.

—*Opportunities*—Los Angeles Rotary Club.

So Mote It Be!

*No trumpet-blast profaned
The hour in which the Prince of Peace was born;
No bloody streamlet stained
Earth's silver rivers on that sacred morn.*

—Longfellow

**Blow, bugles of battle, the marches of
peace;**
**East, west, north and south let the long
quarrel cease;**
**Sing the song of great joy that the angels
began,**
**Sing of glory to God and of good-will to
man!**

—Whittier.

The Night Before Christmas

*From
a painting by
Thornton D.
Skidmore*



THE ROTARIAN

Official Organ of the International Association of Rotary Clubs

Vol. VII, No. 6—

EDITORIAL

December, 1915



Some Suggestions and the Editor's Answer



THIS editorial will be criticized. It will be said that the editor had no business to print it. However, it is time to risk criticism when one is offered the cup of hemlock (covered with a little sweet chocolate and whipped cream) and invited to drink it and pass on.

With this number of **THE ROTARIAN** is concluded another volume of six issues. The editor presents the magazine of the past months, as he has each previous volume, for the judgment of his fellows.

At the San Francisco convention there was a Round Table or sectional meeting for the discussion of ways and means of increasing the effectiveness and usefulness of our official publication. Presumably suggestions were to be offered for the benefit of the editor. A summary of the proceedings of that Round Table has recently been printed and given wide circulation (along with the summaries of the proceedings of the other Round Tables.) In that summary the prominent thing is a resolution proposing that the services of a competent editor be secured for the magazine.

The resolution went to the incoming board of directors who considered the recommendation and decided to entrust the magazine for the current year to the present editor who has had charge of it since the 1911 convention ordered the establishment of a magazine.

In general the suggestions offered in the Round Table were excellent altho most of them were with regard to things already done. That there may be no misunderstanding with regard to them and since by their publication in the above mentioned summary they have been given a wide circulation, let us here consider these suggestions:

That a review or notice be published in the local club's weekly publication or letter, of the most meritorious articles found in **THE ROTARIAN** and that such articles be discussed at weekly meetings.

For years the discussion of the magazine at club meetings has been urged and many clubs have been doing this very thing. This practice persisted in will eventually make readers of all our subscribers. Ninety days before the convention the secretary-editor had established *The News Bureau*, a bi-weekly publication to furnish copy for use in local publications and therein was included advance or contemporaneous matter referring to **THE ROTARIAN**.

Since the convention we have prepared and twice mailed to all club presidents, secretaries and entertainment committee chairmen a complete outline program for the analysis and discussion of an issue of the magazine.

That no advertisements having a purely local character be accepted because they do not pay the advertisers and give the impression that such advertisements are complimentary and, therefore, keep out the national advertisers who rightfully belong in **THE ROTARIAN**; that the City Feature Numbers be discontinued because they are not a good influence in the magazine.

Prior to the convention the city feature numbers of **THE ROTARIAN** were ordered discontinued by the executive committee upon the recommendation of the secretary-editor but a new plan for city advertising in the magazine has been developed and has been submitted to the clubs.

Advertisements of a purely local character have never been solicited. The few advertisements offered and printed that seemed to be of such a char-

acter have been accepted because there was a reasonable doubt that they were purely local.

That *THE ROTARIAN* be delivered to the residence instead of to the member's office.

Ever since the Buffalo convention in 1913 the magazine has been mailed to the residences of the members of the clubs with the exception of a few clubs that would not furnish the residence addresses of their members.

That members be impress with the thought that *THE ROTARIAN* is a textbook on Rotary, written for the members.

This the secretary-editor has advocated frequently and he believes it can be best done by the administration of each local club.

That we publish actual business experiences secured from leading members.

A glance over the files previous to the present volume discovers twenty-five or thirty articles that might be so classified and the practice of having such articles has been and will be continued.

That a magazine pocket size, printed in one color, with practically no advertising, be published.

To comply with this suggestion would be so revolutionary as to be merely discontinuing our present magazine and substituting for it a little pamphlet of no more than the standing and dignity and usefulness of a local club publication. The board of directors has decided that the present form and style shall be continued.

There was some complaint that articles are too long.

In the six issues preceding the convention there were only a half dozen articles that exceeded four pages of type matter while there were a hundred of one, two or three pages.

Since the San Francisco convention not only has the editor had the valuable professional advice of President Albert but he has been given an able and experienced editorial assistant and thereby has been relieved of much of the detail work.

Some of the improvements that have resulted are:

Type covers, initial illustrations, short single sentence fillers at the bottom of pages, new style title and contents page, forewords, several articles in two or three installments, series of business experiences ("From Little Beginnings"), illustrations for trade and professional section reports and for district governors' monthly reports, assembling club pictures together on one or more pages, new style of page headings. And this month the magazine comes out in an entirely new dress—new type for text, headings and advertisements.

THE ROTARIAN has made Rotary what it is today. Everybody appreciates this fact.

"THE ROTARIAN has obtained a position among periodicals that no other paper of its kind has gained. It has risen to its opportunity for service. It has a human-interest value and its articles and editorials are of such a calibre that many non-Rotarians have subscribed to it. Its make-up, style of composition and other mechanical details are on a par with the best popular monthlies and its advertising pages are attractively arranged and give it an alert, business-like appearance." (From Publication Committee's Report, 1914.)

THE ROTARIAN is a good magazine. It holds highest rank among association publications. It can be and will be made even better and more attractive and the same competency and ability and application which developed it from a few sheets of paper to its present status will be devoted to improving it during the coming volume.

All of which is written in the spirit of Rotary service and with the utmost of good will. May the approaching holiday season bring us all the full joy and happiness that come from service.

What the Red Wrapper Means

This issue (December, 1915) of *THE ROTARIAN* was mailed enclosed in a red wrapper to those involuntary and other past Rotarians and non-Rotarians whose subscriptions have expired. If your copy came to you enclosed in a red wrapper this was notice of the expiration of your subscription with this issue and the magazine will no longer be sent to you unless you renew the subscription. We will be pleased to mail the magazine to you regularly at the same rate you paid thru your club when you were a member, or at the same rate you have been paying if you are not a member of a Rotary club. If you desire to renew your subscription please do so on the card which is enclosed in this issue.

Christmas Greetings to Rotary

From Officers of the International Association

From PAUL P. HARRIS, President Emeritus

CHRISTMAS is a practice day. Men put into practice the best precepts that they have learned, the best that they know, the best that it is possible for them ever to know. Giving takes the place of gaining. If the future growth of Rotary is as remarkable as its past and if Rotary remains true to its highest ideals every day will be Christmas by and by.

From GLENN C. MEAD, Past President

THE spirit that prevails at Christmas, the general feeling of good will, is the great value of this season; for at least one day in the year there is, in normal times, "peace on earth, good will toward men." Rotary, in which this good will is so dominant a note, is growing greater and better every year. Yet, Brother Rotarians, you have not known Rotary unless you have attended one of its stirring conventions. The duty of the hour is to inspire every man of these twenty-two thousand Rotarians with a desire to attend the Cincinnati Convention. Let the attendance be reckoned by thousands instead of hundreds, by whole clubs instead of small delegations! Not only "On to Cincinnati" but "All to Cincinnati."

From RUSSELL F. GREINER, Past President

IN FOUR years of Rotary philosophizing I have turned loose all the prize literary gems I possess and repetition has made them old friends to many, so that now they know just how and when to welcome them.

I join with those who have preceded and succeeded me in International Rotary in the splendid privilege of sending to all Rotarians in the world the season's greetings in that not original but richly expressive phrase—"A Merry Christmas and a Happy and prosperous New Year!"

From WILLIAM GETTINGER, First Vice-President

GREETINGS to Rotarians thruout the world and may the holiday season bring you much happiness and prosperity. When the old year has passed the mile post and the new year begins another mile may it bring to all Rotarians a desire to weld the links of our wonderful chain of fellowship a little closer together. During the coming year may the teachings of Rotary enable us to become better men and help us to continue to raise the standards of business to a still higher plane, always remembering that he who strives to help his fellow man profits best.

From ROBERT H. CORNELL, Second Vice-President

WHERE in all the world could there be a greater Yuletide thought, or a more comprehensive exposition of Rotary, than that all Rotarians resolve "to make Christmas of *every* day in the year?" Since the San Francisco convention a general unanimity of purpose seems to prevail with

a vast majority of old and new clubs in Rotary. More than ever members of our organization are actuated by a desire to make better Rotarians of themselves and their fellow-members. A marvelous era of understanding predominates. Every club appears anxious to make its members "hundred pointers" in efficiency and real Rotary work. Members of Rotary clubs are in truth and in fact becoming Rotarians! With this accomplished the interpretation of Rotary ideals to the outside world becomes easy.

Here's a thought: Get several copies of the Rotary Code of Ethics (printed ones preferred), or have them typewritten. During holiday week mail one to each of your business or professional competitors. Accompany the Code with a personal letter explaining that as an ambassador to Rotary from your (and their) craft it is your duty to bring back some message of Rotary uplift, and that the Rotary Code of Ethics is "Exhibit A."

From E. LESLIE PIDGEON, Third Vice-President

IN WISHING my fellow Rotarians a "Merry Christmas" I would express my belief that since man's unhappiness comes from his potential greatness, which refuses to be satisfied with the selfish and the small, his happiness must come from the fuming of such ideals as tend to liberate the hidden splendors of his being; and since the attempt (as old as man) to satisfy the soul by giving the desires all they ask for has signally failed my wish for Rotarians is that their Christmas joy may be reflected from those to whom they have rendered manly service.

From RUFUS F. CHAPIN, Treasurer

MAY the candles burn brightly upon twenty-three thousand Christmas trees and the season's hallowed spirit of good fellowship, peace and contentment find permanent lodgment in twenty-three thousand Rotary homes.

From ALBERT S. ADAMS, Sergeant-at-Arms

MAY the Christmas time bring to each of us full appreciation of the joy of being a Rotarian and not alone for the good we ourselves receive but for teaching us the joy of doing good unto others. May the gospel of Rotary which is that of happiness and right living spread until all the world is blessed by its wonderful influence.

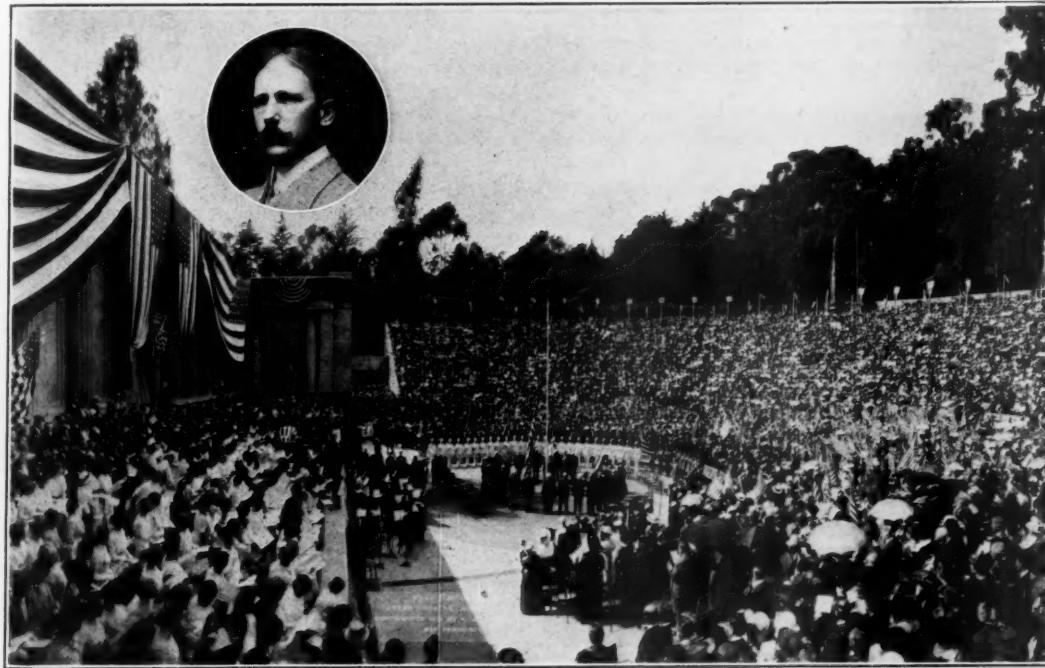
From CHESLEY R. PERRY, Secretary

MAY the beautiful spirit of Christmas impress itself upon Rotarians and all others with deeper and wider significance each year. As we interpret the Rotary spirit as the application of the Christmas spirit to every day life and world-wide business may we Rotarians not lose the humility that was manifested by the divine example whose birthday we celebrate as Christmas Day.

NOTE: President Albert and Immediate Past President Mulholland were traveling at the time this section was made up and for that reason their messages of greetings were not secured but all Rotarians know the good wishes they have from Rotarians Albert and Mulholland.

Making America Musical

By ALEXANDER STEWART



Alexander Stewart leading the chorus and audience in singing "The Star Spangled Banner" at the Greek Theatre, University of California, at Berkeley. The round inset is a photograph of Mr. Stewart.

THE people of America are "eye-minded" is the way a leading educator recently express his observation of the fact that moving pictures seem to suit our desire better than music. He went on to say that in some way the people should be taught to hear the significant things of life as well as see them.

Nineteen hundred and fifteen years ago it was the men of culture and learning from the east who *saw* the Star of Bethlehem that first Christmas day, but it was the shepherds, the common people, who *heard* the angel saying "Fear not, for behold I bring you good tidings of great joy." and the multitude of the heavenly host praising God and singing "Glory to God in the highest and on earth peace, good-will toward men."

While "eye-mindedness" does seem to represent the state of mind of a very large part of our population at the present time still there are encouraging signs for those who hold that music is destined to play an

important part in the life of the American people. There is encouragement for us even in the domain of the motion pictures. When we Rotarians were invited by a brother Rotarian to share in the inauguration of his fine new motion-picture theatre we found the appreciation of the audience quite equally divided between the picture films and the music of a pipe-organ, skillfully played. This is but an example of what is happening in the better class of motion-picture houses all over the country. High-class vaudeville, too, is doing much to bring good music to a wider audience by its engagement of the prominent musical artists, whose art otherwise would be beyond the reach of the pocket-books of a great number of people.

The love of good music is the easiest thing in the world to cultivate among the mass of the people.

To appreciate the best the people need only to hear the best often enough.

There are tunes written by the great

NOTE: Alexander Stewart is a member of the Rotary Club of Oakland, and Director of the California Institute of Musical Art. For some time he has been greatly interested in efforts to bring about a greater participation by the public in musical affairs

To listen to good music intelligently is one thing; to have a part in the making of music is even better. There are great possibilities for good in the assembling of the people of our cities together in great choruses representative of all walks of life. This might be made one of the means by which the capitalist and the wage-earner shall be brought together upon a common ground of endeavor. Music is the one common platform upon which it is possible for all mankind to unite.

masters of music which can be whistled just as readily as the latest "rag-time" jingle.

That our vendors of so-called American popular music appreciate this fact is shown by the use they have made of some of the themes from the great composers. A well-known instance is shown in the use of the tune of Mendelssohn's "Spring Song" in the melody so popular a short time ago, entitled "Every Little Movement."

No Mystery About Music

Perhaps one reason the average man rather shies at the music question is because a sort of halo of mystery has been shed around the temple of musical art by its devotees, and its paths have come to be looked upon by the uninitiated as a kind of holy ground, to be trod only by its priests who are supposed to wear their hair long, indulge in Windsor ties and low-cut collars, smoke cigarettes incessantly, and keep late hours but seldom their appointments. As one musical writer, who evidently does not belong to the long-haired cult of *genus musicus*, has cleverly exprest it:

"There is almost as much humbug about the mysteries of music as there was about the oracles of Delphi. And the vast majority of music lovers have as meek and uninquiring a dread of the inner art and science of musical composition as the old pagans had of priestcraft. There is no deeper mystery about the tools and trade of music than about those of carpentry and joinery. It is far easier for some people to write a melody than to drive a nail straight. But any one who will earnestly try can learn to do the one as easily as the other. And there are thousands of professional composers who ought to be earning an honest living driving nails straight instead of starving to death dishonestly driving audiences home.

"The one mystery of music is the one mystery of all art, and all other human

intercourse—personality. Anybody can write a novel or a play. Almost everybody does. So everyone can write a sonata or a string quartet. But the number of those who possess the spark (divine, prenatal, accidental or howsoever), the spark of magnetism, of felicity and eloquence, that number is small."

The point I desire to make is that the average man who has had no special musical training, by the reading of biographies of the composers, musical essays, a good musical journal and the hearing of good music may become an intelligent and appreciative listener.

Music teachers have been tardy in recognizing that scientific principles of teaching should be applied in teaching music as in teaching other branches of learning. The music teacher too long has been allowed, yes and encouraged, to pursue his vocation as something apart from other branches of education. Too long have we considered music study a "frill" instead of a serious part of the scheme of education.

Educators have been slow to recognize music as a valuable part of education. It should be the aim of the younger generation of present day music teachers to see that the stigma which has attached to music in this connection in the past is removed and that the art of teaching music shall take its rightful place in the educational scheme.

Training For Body and Mind

The serious study of music offers superlative opportunities in the training of the body (the physical training of the hands or of the vocal organs); of the mind (the mental concentration demanded in studying musical theory, in reading music, in memorizing pieces, etc.); and of the emotions (as a means of expressing emotions or mental impressions, the training of the imagination, etc.). As a scientific study

I am just enough of what some of my professional colleagues would call a musical Philistine to hold that there is more good accomplished by the imperfect tho sincere attempts at musical performance by one of our school bands and orchestras, provided it is wisely directed, than by the average concert by a paid symphony orchestra. While the latter may perform a better service to art still it has not the influence for good to the individual participant which the amateur effort possesses.

and as a cultural study it has valuable qualities which should command for it recognition in the scheme of education.

Practical business men who pay the bills for music lessons for the family should insist that the one who is teaching the children be competent to do that thing. Then, when Johnny or Katie has been started with music lessons the work should be pursued as methodically and as intelligently as is the public school work.

In our best modern methods of music instruction in the United States we have gotten far away from the European "cudgel" ideas of teaching, of "clubbing" the instruction into the child. We have been forced to this largely because of the different temperament of the American child.

The sense of unquestioning obedience to authority is so strongly inherent in the European people that their students will do what they are told to do because they are told to do it.

The American pupil must be shown the reason for doing it and then interested in the method of doing it before he is willing to work it out for himself.

The latter method may be more difficult but it leads to a greater freedom and individuality of expression and in the long run it develops musicians who are much more interesting and individual in their artistic expression.

The courses of study should be graded so as to coincide as far as possible with the regular public or private school work. The elementary course should merge into the intermediate and that into the high school course, covering thus the entire twelve years of public school work. We believe that the time for specializing in music with the average student should come after the completion of the high school course of the public school. Certainly one who intends to follow music either as a public performer or as a teacher should at

least have a high school education.

What about the grown-ups whom we have already with us? Is their case hopeless?

That there is plenty of good music which is not difficult for the average person with no special musical training to learn to appreciate is shown by the experience of those who own phonographs. Music dealers will tell you that the majority of those who purchase phonographs and start in with the cheaper class of records eventually purchase the better class of records of the great artists who sing and play only good music. It is because of this that I am ready to affirm that there is no one agency in America today which is doing more for the cultivation of a taste for good music than the phonograph.

I believe that we musicians ourselves are to blame for much of the lack of appreciation of good music by the mass of the people. We have been too prone to put ourselves and our art on a pedestal above the common crowd. As one writer puts it: "We have been accustomed to believing that real music was intended for gentlemen possessing the financial ability to wear high-cut hats and ladies who could afford low-cut gowns—for the first-nighters, the elect, the 'limousinesque' few. For the 'masses' the skating-rink orchestration or at best the four-piece dance combination or brass band parade has been regarded as sufficient."

If we can succeed in increasing the appreciation of the public for good music we shall do much toward making America a musical nation. But we shall do even better if we can stimulate the personal participation of people in music.

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more good accomplished by the imperfect tho sincere attempts at musical performance by one of our school bands and orchestras, provided it is wisely directed, than by the average concert by a paid symphony orchestra. While the latter may perform a better service to art still it has not the influence for good to the individual participant which the amateur effort possesses.

Thus the singing of masses of people in choruses has social and moral, as well as musical value, far greater in importance than any perfect performance from paid trained musicians.

Co-operative singing has received so comparatively little stimulus in America largely because of the attitude of the average American man. Unlike his German and English cousins the American man seems to shy at using his voice in any other way than conversation or at the baseball game. He seems to try to relegate singing to the category of feminine accomplishments along with church-going, teas and "classical" concerts. He is actually ashamed to be caught in the act of singing.

Consequently we have hardly a song in America today the words and tune of which are familiar to any number of people. With some little effort in this direction we could add just the one little touch lacking in our public and private gatherings—furnish just the additional zest needed.

Social Value of Song

The social value of getting people together in song is inestimable. Have you thought that music is the one thing in the world today which is capable of bringing people of diverse racial, political, social and religious views together? It is indeed the universal language, the one common platform upon which it is possible for all mankind to unite.

There are great possibilities for good in the assembling of the people of our cities together in great choruses representative of all walks of life. This might be made one of the means by which the capitalist and the wage-earner shall be brought together upon a common ground of endeavor.

Song was the language of those first harbingers of that peace and good-will which is to prevail upon all the earth. Why should it not, in these days of misunderstanding and strife, be made one of the means of promoting the universal brotherhood of man.

We hear much today of the part which music is having in the great drama which is now being played in Europe. The Germans with their "*Watch on the Rhine*"; the French with their "*Marseillaise*" and the English with their new war-song "*It's a Long Way to Tipperary*"—are singing on their way to battle.

May not the time come when some great composer of peace—a veritable George Washington of music—may blend these war-songs of the nations into one mighty harmony—a great international, many-voiced fugue?

"Dreamy idealism, worthy of a musician," do I hear some of you hard-headed, practical business men say? Perhaps so, but more fanciful dreams have come true in this practical old world of ours.

The following are strong words from a writer who was discussing the social value of music but they are worthy of a respectful hearing at least: "The American people must awake to the fact that music is not a fad nor the luxurious plaything of the few. Music is a great phenomenon, a social cement; and its perennial delights, its tonic influence should every year be brought more and more within the reach of every human being who will contribute a normal intelligence and an enthusiastic spirit for the appreciation of these blessings. We spend much time wrangling about protection and the tariff and the social problems of the day, but music, simply allowed to grow, will single-handed conquer much of the materialism and social discontent with which our country is threatened."

Alice Eaton has well express the sentiment of this "brotherhood in music" in her poem called

The Music of the Spheres

Thru land and sea and sky the music rolls
Up to the very doors of heaven, where
"Tis blended in one mighty symphony
And offered at the throne of Him that rules
The universe and all that is therein.

Men say: "Can this poor song of mine avail
In anywise to change the harmony
Of that grand chorus? Or can one mere note
Of grief or joy that I may sing perchance,
Add aught to discord or of melody?"

Ah yes; our little note were lost, perhaps,
If it should travel all the space alone;
But others, hearing it will add their voice
To swell the chorus. And what rich reward
If the soft music of one thankful heart
Should form the keynote of a hymn of Praise.

“Sure, We Work Together!”

By IRVING N. HAUGHTON

And the King shall answer and say unto them: "Verily, I say unto you—Inasmuch as ye have done it unto one of the least of these my brethren, ye have done it unto me."

—Jesus of Nazareth in Matthew 25:40.

JOHN GUNCKEL was a member of the Toledo Rotary Club but John Gunckel was a Rotarian long before Rotary was an organized fact or a thing defined. He was a business man, a fisherman, a humorist, a quiet person who always had time to stop and talk but who did most of the listening and with an interest and sympathy such that one talked and talked to him and felt better for the unburdening.

This was John Gunckel as Toledo knew him years ago when newsboys were a wild type of yelling gypsies of the street, privileged to fight, gamble, ride the cars, be killed by traffic or disappear with your change; with little regard for police and less for pedestrians; as full of impudence as energy and as devoid of propriety as soap and water; the coming citizens of a great republic soon to be invested with the vote for law, order and humanity. Coming from homes which were little enough of what the name implies, it was natural that petty thievery and deceit seemed necessary in the first adventure of their business lives, and only to be expected if, when grown, they followed the practice of first experiences, still playing the game as the world had taught it and by which they formed their standards of "success."

NOTE: Mr. Haughton is a member of the Rotary Club of Toledo, club correspondent for THE ROTARIAN, and treasurer of the Haughton Elevator & Machine Company.

Charities fed them every Christmas, some one of prominence "talked" to them, now and then an occasional philanthropist occasionally clothed them, while the great walking, riding and driving public alternately pitied and cursed them and hurried home to dinner—all but John Gunckel.

Passers-by wondered if John had been foolish enough to give a boy a nickel and was waiting for change or if, just to kill time, he was "stringing 'em" with a story until his car came.

Maybe some one had thrown something or sworn at him or there had been a fight and he was trying to tell them how bad they were and what would happen if he called

a "cop." The passers-by smiled—that gang had been talked to dozens of times and it did no good—he had better save his breath and temper and go home to dinner. But John Gunckel was not in a hurry and it did not seem to make any difference to him how long dinner waited if he only had some one to talk with, some one not too big and not too clean.

Curiosity beset the passers-by as, night after night, they saw a group of kids around the corner of a building or sitting on a curb and always in their midst the same man. It might be raining or bitter cold or blowing a gale off the lake, but the man in the black slouch hat figured he was as comfortable as the boys and did



The late John Gunckel, Rotarian, of Toledo, and some of his newsboy friends and admirers.

not hurry. And they all seemed interested in what the others had to say and the man was the most interested of all.

The passers-by were curious and amused and sometimes bothered because they had to call to get anyone to leave the "meeting" long enough to sell a paper. Occasionally some one stopped and watched and listened, but all he heard was kids talking about kids—fights, police, places to sleep, saloons, things to eat, crooks, troubles, ambitions.

Why did the man want to sit there listening to that and catching cold? Just kids and different, of course, but why waste the time?

Curiosity was gratified, the humor of the thing began to pale, and to the passers-by, the incident was ended. John Gunckel had just begun.

Years of such meetings on corners, in alleys or old sheds, and he knew every boy by his nickname and they called him "Gunck." Years of explaining, encouraging, and trusting and he had an organization the like of which never existed and the loyalty of which was an inspiration in itself.

The same newsboy who a few years before disappeared round the corner with "four out of five" that did not belong to him, hunts you up on a car that has looped thru the city and gives you the change for a dollar bill.

The same kids who listened in admiration to the story of a "runaway" and

dreamed of emulating him, go out on a hunt for the same "runaway" today because "Gunck" had thrown his picture on the screen and told them his mother wanted that boy back in Cleveland.

The same gang that swore, bullied and fought, week after week, for the possession of a corner or an office building are now a part in the scheme of things ordained. The little fellow sells alongside of the big fellow and they sell for each other and the big fellow makes the little fellow behave.

One with two crutches who leans against a window is given his distance to the right and left. I stood beside him the other day as the big fellow was roaring out his "daily disasters" of the noon edition, and listened as the special calamity of the morning was announced and the public was advised to get the details complete in the particular paper he was selling.

**"SPECIAL EXTRA NOON EDITION
—TERRIBLE wreck on the East-side—
SEVEN PEOPLE KILLED—All about it in the News Bee—"**

"—and *the Blade*" piped the crutches.

The big fellow stopped, cocked his eye at the youngster and grinned.

"Pretty soft," I said.

The little fellow looked up and smiled.

"Sure,—we work together."

The quiet, kindly man with the black slouch hat, who had sat on the curb and listened, found happiness in service and passed it on.

A "Little Brother" of Rotary Passes On

Johnny Reynolds, one of the "Rotary Boys" adopted by the Cleveland Rotary Club, died recently in the hospital, in spite of all efforts of the Cleveland Rotarians to save his life. Johnny was adopted in February 1915 and Rotarian W. S. Gilkey was appointed guardian with E. F. Buescher to assist Rotarian Gilkey in looking after him. Johnny and his mother were moved from the cellar in which they had been living to pleasanter quarters and his regular attendance at school was made possible. The Rotarians were given many evidences of the good they had accomplished and of the appreciation of both Johnny and his mother. Last summer Johnny was taken to the hospital and the surgeons found a tubercular condition which necessitated the amputa-

tion of the leg. This, however, did not save his life.

During his long stay in the hospital Johnny received most excellent care and attention, Mrs. Buescher and Miss Gilkey assisting Rotarian Gilkey in his efforts to make the little fellow comfortable.

The end came October 12 and Johnny's funeral was attended by his two Rotarian guardians and many other members of the Cleveland Rotary Club, Gilkey and Buescher making all arrangements and paying all hospital and funeral expenses. When the boy realized that the end was near he sent this message to the Rotary Club:

"Tell them I appreciate all they have done for me and thank them for all the flowers and other nice things they have sent me."

The Lincoln Highway in the West

By Henry B Joy



LAST month I told of the "Why" of The Lincoln Highway (the great across-continent road of the United States), the work the Lincoln Highway Association is doing, in co-operation with states, counties, cities and various organizations to complete the realization of the plan, and the progress of the work between the Atlantic ocean and the Missouri river. The first installment closed with the statement that it is in the western states where the greatest amount of effort and improvement, as well as help from the association, is most needed.

The average cost of a mile of Lincoln Highway will probably be in the neighborhood of \$10,000 to \$12,000 and to tax the sparse population of some of the western states for sums sufficient to improve the long mileage between their borders would be impossible. Yet the west realizes that she perhaps has more to gain and will benefit more quickly and surely from the completion of the Lincoln Highway than the east and every effort is being put forth west of the Mississippi to aid the association in its work.

The east also has realized that a transcontinental road, the western end of which is not improved, is transcontinental in name only and that if the great route is to be completed, the help of the populous and wealthy east must be had.

Where Much Work Is Needed

Active work is now going on in Nebraska, Wyoming, Utah, Nevada and California. The Lincoln Highway has been used by thousands during 1915 as the most practical and comfortable as well as the best and shortest route to the San Francisco Exposition. In fact careful figures kept at points along the route show an increase

of from 300 to 500 per cent in touring volume this year over 1914.

A great deal of work is needed in all this section, but particularly in Utah and Nevada. It must be remembered that the population of Wyoming, Utah and Nevada is very sparse, both in comparison to the area of the states and the mileage of Lincoln Highway between their borders. One can drive for miles in any of these states without seeing a single human habitation or encountering any signs of life, yet these states are doing everything possible to put the Lincoln Highway in the best condition which their limited resources will allow.

Progress of the Work

Naturally at this time these resources will not allow of any hard-surface construction. Consequently the work on the highway in the west has consisted almost entirely of putting the present trans-state trail in as good condition as possible for a natural dirt road to be.

The Highway in Wyoming is dragged and graded for miles from the nearest town and in dry weather is in fine shape entirely across the state.

In Utah a great deal of work has been done from the Wyoming-Utah line to Salt Lake City and the route from this point to the Nevada-Utah line will shortly receive additional improvement which will be financed by public subscription in the state, by the state and by Tooele County. Here also the association expects to extend some aid by contributing road building material. The ranchers and residents in general along this route have taken the greatest pains in keeping it up and have done the best they could. That an average of three to four hundred cars a month



A stretch of the Lincoln Highway at Donnor Lake, in California.

pass over this road shows that it is in good driving condition.

These same remarks apply to Nevada where the inhabitants along the road have done their best to make it as good as possible.

Some outside aid will be needed near Fallon, where the Highway at present runs thru a desert sink for about twelve miles. The Lincoln Highway from the Nevada-California line to the coast is practically boulevard all of the way, many sections of concrete being found.

The construction most urgently needed at present in the west is at Fish Springs, Utah, and east of Fallon, Nevada.

The women of the General Federation of Women's Clubs have become deeply interested in the work of the Lincoln Highway Association and expect eventually to make the Highway a route of beauty and inspiration from one coast to the other. This federation has over 1,250,000 members scattered all over the United States and their power, when once they unite on an active plan of procedure, can be well imagined. Their plans for the working out of a uniform and symbolic scheme of decoration are now be-

ing perfected. The work will be under the supervision of the chairman of the conservation committee in each state, and trees and shrubs and hedges, flora indigenous to the state, will be planted along the Lincoln Highway.

Thousands of feet of steel and concrete culverts are being laid along the 3,400 miles of Highway and in many states, notably Iowa, Nebraska and Utah, wooden bridges are being replaced with permanent concrete structures.

I told about the Orr brothers last month and how the Lincoln Highway tourist stops at their Utah ranch to exchange a friendly word and thus they are given the human association for which they have hungered. This is simply an instance showing the kind of feeling there is in the west. Everyone is helping, everyone is doing his or her part to make the Lincoln Highway a wonderful reality, a straight, connected, improved, completed

road from one coast to the other, and with everyone helping towards a common end is there anything which cannot be accomplished?

From the few details I have given it will be seen that co-operation of the best kind has been received all across the



The Mexican farm cart with thatched roof



Between green fields and thru fertile valleys the Lincoln Highway winds its way; a stretch of road in California.

country, states, counties, municipalities and individuals all doing their share. Bond issues aggregating hundreds of thousands of dollars have been voted upon and passed in the states along the route. To give a full account of what has been accomplished along the 3,400 miles of Lincoln Highway would require a volume.

Every Individual Will Profit

The people of the United States have been made to see what the Lincoln Highway means. To look upon it only as a great cross-country pleasure tour for the wealthy is to miss the biggest idea back of the project. Every individual in the country will benefit from it. The impulse it has given towards a nation-wide system of improved roads will be one of its greatest benefits.

Now established as the transcontinental thorofare of the country, the Lincoln Highway is the main stream into which is flowing thousands of branches and sub-branches reaching to the farthest corners of the nation. People in every section want to get to it. It has forced and is forcing the building of connecting roads. Probably as much work has been done this year on

branches leading to the Lincoln Highway as upon the Way itself.

From every point along the entire route of the Highway letters have come to the national headquarters of the Lincoln Highway Association at Detroit showing the wonderful volume of touring now going on. It is uniform in its great increase all along the Way. New Jersey sees the automobile of the westerner as he goes to New York to enjoy the wonders of that metropolis, California is entertaining thousands of motorists who have driven over the Lincoln Highway to the expositions at San Francisco and San Diego and other points on the coast. Thousands more have made shorter journeys along the route between the two terminals. They have all been spending a sum of money which, if totaled, would stagger one with a figure running up into the millions. The stimulus which this wonderful volume of tourist travel has been to business, to banking, to prosperity, cannot be estimated, but it can be imagined.

This year hundreds of thousands of dollars which have formerly been spent along European thorofares have been left in America and every year the volume of travel over the Lincoln Highway will grow.



The war chariot of the ancient Brilons.

Yet this tourist travel is but one of the minor benefits of the Lincoln Highway.

It is estimated that at least eighty per cent of the travel over the great route is local. The manufacturer, the dealer, the consumer, the doctor, the farmer—everyone who lives along the Highway or its ultimate branches—will reap the greatest advantages from its completion. Distribution is made easier and cheaper and its scope widened.

The cost of carrying a ton a mile over the roads in this country is anywhere from twice to twenty times as much as in Europe. Every one of the hundred million of us pay about \$3.00 a year "poor road tax" as part of the high cost of living, due to the economic waste of transportation.

The Lincoln Highway is on the map to stay. Thousands of vehicles are traveling its surface; hundreds of thousands of dollars are being spent; thousands of men are working on it. All this is going on—now, today.

PAGEANT SHOWS EVOLUTION OF THE VEHICLE

"Lincoln Highway Day" was celebrated in South Bend, Ind., with a unique and interesting pageant typifying "The Evolution of the Vehicle." Vehicles used in biblical, mediaeval and modern times were reproduced, costumes in keeping being worn by the drivers and occupants. In addition to the specially made vehicles it was possible to present the original carriages owned and used by General Lafayette, Presidents Lincoln and Grant.

The pageant was arranged for the purpose of making a movie film which is to show the cities and points along the Way. This work is in charge of H. G. Osterman of East Liverpool, Ohio, consultant.

South Bend being primarily a vehicle manufacturing city it was deemed proper to depict the progress along this line, the idea being suggested by Col. Charles A. Carlisle, former director of the Studebaker Bros. Co. He gave the committee in charge the benefit of his aid and counsel with the result that a most excellent reproduction of a large number of early vehicles was made. The affair was given under the auspices of the South Bend Chamber of Commerce.



The first automobile in South Bend, which is still in service.



The Japanese jinrikisha, a passenger vehicle which was designed by a "Yankee."



The monocycle, a man power vehicle for transporting goods in use in the Orient.

Why Is A Commercial Organization?

By W. SCOTT RADEKER

WHY IS a commercial organization? That is the question that has been asked a good many times. It has been answered in many ways. Some people are under the impression that a commercial organization, like the bow on the back of your hat, is just a fad, one of those things we endure for fear of what would be said about us if we didn't. Others who think deeply realize that every commercial organization, no matter how inefficient it may be, does some good.

The question arises: "If they are so necessary to the growth of a city, how did New York or Boston or Philadelphia get to be such big cities before all this talk started about chambers of commerce; how did they grow so fast without such organizations?"

The answer is: "They didn't."

The City of New York had a commercial organization before the Revolution. Fifty years after the City of New York organized her chamber of commerce, Philadelphia and Boston followed suit. With a few exceptions these organizations worked largely along the same lines that present day boards of trade and chambers of commerce work.

It is worthy of note that at one time New York and Charleston, S. C., each had an equal chance at being the big city of America and that on account of a better harbor, richer soil and a more salubrious climate the advantage was with Charleston. New York City had an active commercial organization. Charleston didn't.

Two Cities Contrasted

The people of New York were aggressive and the people of Charleston were indifferent. Look at New York today and look at Charleston. It is true that Charleston today has a live commercial organization, and it is equally true that New York City is reaping the benefits of those old Knickerbockers in their chamber of commerce.

Benjamin Franklin and his little club, known as the Junto, did things for Philadelphia that she is still enjoying and it is quite probable that they are in a large

measure responsible for Philadelphia being such a big dot on the map. Many believe that they were the nucleus of the first commercial organization in Philadelphia.

In the last five years a great deal has been done toward standardizing commercial organizations but there are still many who believe that the chief function of their community organization is to tear down rather than to build up. Commercial organizations of today have a much broader field than fighting railroads, raising bonuses for slick promoters and "cussing" the local public utilities corporations and the city and county officers.

Commercial Organization Necessary

The commercial organization of today is necessary because, by reason of the increased transportation facilities in the past thirty years, business no longer depends upon five or ten large trade centers. There are more than 288 major trade centers in the United States today and new ones are springing up each year. Competition is forcing the manufacturers in the New England states, once the only manufacturing center in the country of any consequence, to build branch factories over the country and it is forcing jobbing houses to place branches nearer the raw material and the ultimate consumer.

This gives rise to the rivalry between cities. Aside from the fact that every town cherishes the name of being a good town there is the dollar and the cents consideration.

Every city in the United States today is the rival of every other city of like size and environment and just how successful she is in that rivalry depends upon how constructive minded her citizens are. The local commercial organization is the mirror that reflects this mental condition. If you see a city with a commercial organization working hard and making no headway and the people of the community criticising the few who are doing the hardest work (and there are always a few self-sacrificing men who bear the brunt in every city) don't make the mistake that the directors are to blame for the condi-

tion. It is a reflection of the mental attitude of the community. Sometimes it can be corrected and sometimes it can't. Usually it can, thru big general get-together movements.

Civic patriotism, just like religion, needs a little stirring up every now and then. Commercial organization work has been going on less than two hundred years and we have had Christianity for nearly 2,000 years. If they still have to have revivals to punch the people up to a realization that the saving of their souls requires a little of their own personal effort and can't all be done by the clergyman, it is reasonable to suppose that the people have to be jolted real hard now and then to bring them to a realization of their community obligation. The booster part is valuable just to keep the people thinking about their duty to their community.

While the booster stuff is, from the nature of things, the most obvious part of commercial organization work, it is really only a screen for the hard steady drive. The most important work of a commercial organization is usually the least spectacular and usually carries with it the least glory.

A lot of hip-hip-hurrah, burn-the-red-fire and get-out-the-band stunts by themselves, without a steady, direct drive to a definite ultimate something to be achieved by the organization, will not get any further than will the commercial organization that tries to do all of the serious work without illuminating it with the booster stuff.

Proportioning the Activities

The serious work and booster stuff must be properly proportioned or your commercial organization will join the wreckage of unintelligently guided commercial organizations that is strewn over America from coast to coast.

A community is just as aggressive as it's average citizen and no more so. And in striking the average the attitude of every individual must be reckoned with. The man who thinks he has discharged his community obligation by paying his annual dues to his commercial organization is on a par with the man who expects to get a pass thru the gates of heaven with his receipt for his pew rent. He must also contribute energy and thought.

To be a success a commercial organiza-

tion must have three things, the lack of any one of which will spell ultimate disaster. They are:

- 1st. Numerical strength.
- 2nd. Adequate finances.
- 3rd. An interested working membership

The order in which they are named does not indicate their relative importance. They are equally important. With these three things an intelligently guided organization can accomplish wonders for any city, no matter what the local conditions may be. Of course under these three general heads come many sub-heads.

Definite Aim Essential

A commercial organization without a definite aim in view is a good deal like a ship starting out from port with no destination. It may get somewhere but the chances are pretty strong that it will run around in a circle until it has exhausted its fuel supply and then stop.

A program of work or platform of activities or whatever one chooses to call it is very essential to a commercial organization. It provides a means of being constructively engaged continuously, of having something to do between "stunts." A successful commercial organization cannot confine itself to doing the big things. It must be busy all of the time. To do this it must have a program.

A great deal of time and money has been inefficiently expended by commercial organizations in aimless existence. That money hasn't been wasted, because even an aimless commercial organization will stumble onto some achievement if it lasts long enough, just as a blind hog will pick up an acorn now and then.

The platform of activities or program of work becomes the scale upon which the achievements of the organization is weighed. The proper scope of the platform or program is covered by the following six general heads:

1. Internal Affairs.

Political, civic and social surveys—farm development and improvement—record of citizens—censorship of charitable organizations and their solicitations for funds—a well fixed creed—indirect benefit to members.

2. Municipal Research and City Planning.

Investigations—classifications—publication of findings—taxation matters—charter amendments—street traffic—safety first—civic economics—parks—playgrounds—markets—smoke nuisance—housing conditions—city beautiful contests—tree planting—boulevards.

3. Conventions

Clipping bureau—follow up—card index—entertainment—voluntary assessment plan.

4. Traffic & Transportation.

Education in marking packages—checking freight bills—rate adjustment—collection of claims—service—routing—cases before I. C. C.—bulletins on latest I. C. C. decisions effecting local territory.

Jobbers' credit ratings—booster trips—fare refund—clearing house for new trade—style shows—censorship over irregular advertising—retail credits—information bulletins—trade at home—co-operation to cut down overhead expenses—window trimming—proper illumination.

Immune from taxes—free sites—fuel conditions—labor conditions—housing for laborers—guarantee—advertising local factories at home and abroad—factory incubators—steer clear of bonus hunters—real estate boomers, etc.

5. Trade Extension

6. Factory Getting.

ization should not be arbitrarily set by the board of directors but should be made up from the suggestions from the membership. The board of directors should be in fact just what the name implies. Too many commercial organizations demand that their directors shall do it all and then kick because they *are* doing it all.

The board of directors should direct the energies of the membership in accordance with the weight of the opinion of the membership. They should, of course, be the executive authority but in any question of policy where there is the slightest doubt about the attitude of the majority of the membership or before taking any radical step that might seriously involve the organization or in cases where there is a serious division of opinion among the directors the matter should be submitted to the membership in a referendum vote, and the weight of opinion as expressed by the votes cast should govern.

Citizen Owes Support

Every citizen of every community owes his hearty support to his commercial organization. Because the old commercial organization may have gone to seed or because one set of officers or directors may have made mistakes is no excuse for standing aloof. The mistakes of the past should be the stepping stones of future success.

The man who will not lend his brains, his energy and some of his money to the efforts of his fellow citizens in directing the constructive forces of his community along the course that is best for the city as a whole is not a useful citizen. No man has the right to refuse his support to a community movement any more than the community has the right to refuse its protection to any man. The man who absorbs the benefits of the commercial organization's efforts without contributing thereto is a community parasite.

A commercial organization should, in reality as well as in theory, be the hub around which revolve the civic activities of the community. It is too frequently thought that the attitude of the people in any given community reflects the efficiency of the commercial organization. That is not true. Just the reverse is the case. The commercial organization reflects the aggressiveness of the people in its community.

Program For Three Years

While it is understood that a commercial organization should be financed for a period of three years and that the program of activities should be made with the view of its extending over that period, it is by no means expected that a program published at the time of beginning of the activities of an organization shall limit the action of the body to the things set forth in that program. The program should be added to from time to time; frequently group meetings develop new things that should be included.

The program of any commercial organi-

Membership Is The Engine

There is a saying that "The whistle makes the noise, but the engine pulls the train." That simile is applicable to the commercial organization. The central office can make the noise and clear the way but without the active support of the membership it cannot pull the load.

The commercial organization is truly an open forum for the discussion of all subjects of community interest but more

than that it is the engine that makes the co-ordinate efforts of its individual members a real pulling force. It is thru co-ordinating the efforts of its members that such an organization can reach its maximum of efficiency.

To answer the opening question then: the primary purpose of a commercial organization is to be the agency thru which the citizens can crystallize their constructive ideas.

Some Suggestions as to Civic Activities of Rotary Clubs

By E. L. SKEEL

AT THE outset it should be remembered that the Rotary club is a unique distinctive organization. It cannot remain unique and at the same time pattern after the conventional commercial organization. It cannot at one and the same time be a private club and a public organization. Its distinctive field is and always should be to promote progressive and honorable business methods, the legitimate advancement of the business interests of the individual members and the cultivation of the membership thru contact with a large number of men representing diverse occupations.

However, the energy and enthusiasm of the membership, the uniformly large attendance at the meetings and the high average ability of the members generally to deal with questions affecting the common welfare should result in the practical utilization of the forces of the clubs in efforts for the general welfare, provided this is done strictly within its field and proper sphere, so that such work will assist rather than diminish the effectiveness of the club in carrying out its unique and particular purposes.

The public welfare consists of a certain proper adjustment and fusion of the interests of private individuals making up society. To discover the proper balance and adjustment between these several private interests so as to promote at one and the same time the greatest possible good to the individual and to society is one of the functions of the club.

To deny this club the right to discuss

matters of general importance and to participate in activities for the common good would be to affirm that legitimate business activity is opposed to, instead of consistent with, the general good. We affirm that there is entire consistency between the two and the principles of admission to membership is best adapted to work out this result.

The representative commercial organization takes concrete problems, selects what is best adapted for the community and works directly upon the problem as such. The Rotary club considers the individual with relation to these problems and seeks to find that true balance wherein his interests coincide with that of the community. And in the final analysis our participation in movements for the common good will reveal the necessity of our accepting the commercial basis of life as a condition not inconsistent with human progress and will result in encouraging our members to be so efficient in their business and conduct it within such lines that the result will be a real benefit to society as well as to the individual.

Because of my belief in these as the fundamental principles underlying our existence I unhesitatingly recommend the participation of the Rotary club in public movements in its own distinctive way and along its own unique lines.

Limitation on Activity

There is one obvious limitation which circumscribes our activity in this regard. The principle of limited membership pre-

vents any Rotary club from assuming to represent the community in which it exists. Its doors being barred to the general public, it cannot at the same time assume to represent it. It cannot consistently claim the privileges, nor does it assume the obligations of the representative commercial body.

In a positive way the club can be of use and benefit to the community in which it lives in the following ways:

1. By the discussion of questions of public importance for the information and cultivation of its members. The public welfare is simply the fusion of individual interests and what constitutes the true public welfare can be most readily determined by a general discussion of the questions affecting it by men engaged in occupations with widely different view points.

2. The members having discussed such questions and having secured the benefit of widely different views may intelligently co-operate as individuals to exercise such influence in the community and on public sentiment as could with propriety be exercised by any individual; as each member presumably has a large field wherein his influence is felt the intelligent views that may thus be formulated in these discussions will reach far into the community.

3. By rendering such assistance to organized public movements, when requested, as is within its power.

It is upon this third recommendation that the widest difference of opinion is likely to occur. We hold that it is perfectly proper for any club to discuss any question and adopt any resolution upon any subject which it may desire to consider, but on

account of the private character of the club such discussion or resolution should be for the benefit of the members and their information rather than primarily for the information of the community. Where, however, there is an organized public movement which seems to the membership of a local club to be of general importance such club can, when requested, with propriety assist this public movement. The spontaneous enthusiasm so prevalent in the Rotary club may accomplish results of great benefit that could not be accomplished in any other way.

Discussion for Members Only

The activity of the local club in organized public movements should be consistent with and subordinate to the central commercial organization of the city in which it is located. It is therefore recommended that each local club indicate to the central commercial organization of its city its willingness to assist in any public movement where its assistance is requested provided such movement appears to the club to be of sufficient importance and merit as to deserve its help.

Except in so far as activity in public movements is indulged in under this plan it is suggested that the discussion of public questions be for the benefit of the members and for their own cultivation and that such discussions and the resolutions which may result therefrom be not given to the public. If this injunction is not observed the criticism will frequently be made that the Rotary club is infringing upon the proper sphere of the central and representative commercial organization of the city in which it is located.

The Rotary Club As a Civic Asset

A city with a Rotary club is sure to be a live city. It may have been ever so dead before a club was formed but very soon it is going to be awakened as tho a battery of Big Bens had gone off right under its municipal head.

The true Rotarian lives every minute of his life the saying "Home is where the heart is, and home is the best place on earth." He takes a personal pride in his city; he wishes to beautify it, to have it appear prosperous, well kept, with clean streets and good paving; he advocates better schools, more parks and playgrounds.

And a Rotary club working with, not independently of, the other commercial and civic organizations will accomplish all of these things. With memberships of 50 up to 300 live, successful men, each a representative man in his particular business or profession, the possibilities of service to the community by a Rotary club are unlimited and its influence far reaching.

No club wants to run the city. It is willing to follow the chamber of commerce, the charities, or any other organization, and it does its work.

—Albert S. Adams, *Atlanta Rotary Club*.

Stopping a Business Leak

By F. J. R. in *Pacific Telephone Magazine*

IN MOST lines of business enterprise there is being experienced the necessity for a more intensive study of ways and means to effect economies. Men are anxiously seeking methods of measuring the usefulness of this and that line of endeavor or expense; they are being forced to a high degree of efficiency thru intense competition or thru some other equally compelling force. Public service corporations particularly are experiencing a reduction in gross revenue per unit of service and a marked increase in gross operating expenses, which has greatly reduced the margin of profit and is forcing them to economize in the smaller as well as the larger items of expense.

In industrial enterprises, personal ownership forces a man to economize in small matters to insure his success in his business. Is this not as essential in a large corporation as in a private business, and should not each individual connected therewith assume the same personal interest in the business as if it were his own?

There are a number of different items which together constitute the total expense in any one department. Assuming that there is the proper adjustment and close supervision in the wage or labor expense, that each employe responsible for such expense has adopted some measure for the output, and knows the amount the product is costing and why, the beginnings have been made for installing the proper efficiency in management.

The next question for each to ask himself is: "Are there any leaks?" "Is there any waste or unnecessary loss?" It is safe to assume that in a business as large as that of the telephone company (*of San Francisco*), that there may be some unnecessary loss which can be checked if each employe will take the same pride in the business as tho it were his or her own, and endeavor not only to eliminate waste, but personally strive to save something each day. It would probably be possible for each individual to save a considerable amount per day thru the elimination of waste which is often the result of thoughtlessness alone, but assuming that each adopted the watchword of "saving a

nickel a day," and successfully carried this out, it would mean, with 13,500 employes, which is the approximate number in this company, over \$200,000 a year and this takes into consideration only week days. While this appears to be an enormous amount, it is quite possible to effect at least a part of this saving and thereby stop a big leak.

The way to do it is to prevent waste in small items, and it can be done in every part of the organization. Make every possible saving in electric lights; if they are needed, turn them on; if not, be equally quick to turn them off, for they are expensive and represent waste when used unnecessarily. Printed forms are expensive when the amount used by the entire company is taken into consideration, and care should be exercised not to spoil them; furthermore, they should not be ordered in quantities which are unnecessary. Careful supervision of the forms ordered and used will result in an appreciable saving if effected thruout the company. Lead pencils, penholders, pads, envelopes, paper clips, pins, etc., are cheap when considered individually, but think of the expenditure which they represent in the company as a whole. Waste of inside wire, outside circuit, apparatus, etc., by plant men will represent a considerable amount which may be saved if each takes it upon himself to eliminate all waste.

Consider what it costs a corporation for office or clerical work; this office expense should not be considered a necessary evil, but it should be subject to the same careful study, and the same time and thought which is spent in effecting economies in other branches should be directed also to this end of the business. The work should be carefully planned and the routine systematized. Time should be saved in letter writing by not requesting unnecessary information.

The right to exist under the new conditions in business depends upon the ability to lower operating costs, and to accomplish this, aggressive and intensive methods must be adopted.

Each individual employe's effort should be directed to eliminating every form of waste and effecting every possible economy.



A Start for Success at Five a Month

By Arthur Woodward

HAVE you ever heard of Oconomowoc, Wisconsin? Forty years ago it was an oshkitosh summer resort—a Newport—Bar Harbor—Narragansett Pier place for the Middle West people. And it had good summer hotels. The Townsend House was then its social centre. If you lived in Chicago forty years ago and hadn't spent at least a fraction of a summer at the Townsend House you weren't rated in "Who's Who"—that's all.

The man who owned and ran it had a son. Every man who owns and runs anything and has a son is bound to wish a good many chores on his offspring. It's the natural thing to do. Usually chores mean chopping wood, drawing water, getting coal from down cellar, etc.

But when your dad runs a summer hotel, chores mean being a waiter, taking a shot at bellboy, key clerk, mail carrier, general goat and entertainer for a bunch of summer guests.

And Copeland Townsend did all those things.

He found that there are more varieties of cranks in this world than the rankest pessimist can manufacture. He found that when you run a hotel you have to have the patience of a Job, the amiability of a Sunny Jim and the bland blarney of a Bryan.

And after he'd found out all these things his ambition began to sprout—he began to

look for more trouble. He went to his Dad one day and poured out his soul.

In brief he told him that Oconomowoc was a great town, that the Townsend House was a crackerjack hotel and that he was one A 1 parent but, be that as it may, he would like to go away from there—shake the dust from his 8 E's—beat it.

"Huh! What do you know?" asked father, implying that there could be but one answer to that question. "And where do you want to go?"

"I know lots about a hotel—and I want to go to a big city," replied the boy. "You know Mr. Potter Palmer, of the Palmer House in Chicago. Can't you ask him to give me a job?"

"Sure! I suppose you'd like to be general manager or something equally magnificent. Well, let me tell you beforehand if Potter Palmer does give you a job and you don't make good and come straggling home here like the prodigal son, there isn't going to be any post mortem on a calf, in celebration."

A short time after this conversation Mr. Townsend wrote to his friend Potter Palmer and asked him to see if he could discover some kind of a job in his hotel for an ambitious boy.

After days of tense suspense that was always shattered when the mail came in a telegram came from Chicago. It was brief, businesslike and dealt a blow to



Promoted to be laundry boy

lots of castles that had been built in Spain. It read: "Will engage young Townsend, five dollars a month, room and board."

Even in those days, five dollars a month wasn't what you would call a princely salary even for being chambermaid to a horse. But young Townsend had grit, foresight and just enough common sense. He said he'd go. And he did.

They put him on the desk. There were three men there. And those three men were all leading double lives. Maybe worse, for while they delivered mail with one hand, they accepted keys with the other; they watched a man register with their right eye and summoned the bellboy with the other. If he was out to lunch they understudied his role themselves.

No high mogul in gold braid and bandoline hair to direct you to a man who will direct you to a man who will direct you to a desk, where you can ask a man to direct you to a boy, who will direct you to a room. Nothing like it. Everybody worked in those days. Even the old man.

So Copeland Townsend went on the desk and worked. He held down his job, never kicked, never even whined. And he did it of his own free will, because nobody paid any attention to him, as he thought.

Well, he'd been there some weeks when Potter Palmer came to him one day and said: "You're too good for this job. I'm going to take you off of it. We're shy a boy upstairs—a laundry boy. Go on up and collect the wash."

This didn't seem much of a promotion to Copeland Townsend, but being comparatively green at the city-hotel game, he swallowed the steer.

He collected wash all right. And every man got his right collars back. And the ladies never quarreled about their lingerie. He was just getting used to the brand of hotel work when they switched him to cleaning windows.

Now it's all right to clean windows that people look thru. It's all right to clean windows the people look at, even, but, by gosh, what's the use of cleaning windows the people don't even suspect are there? Windows below the street level, for instance. Whatever the reason, it was done. The lad cleaned everything that bore even a family resemblance to a window.

And after that he was porter. To make a long story short, he was everything in that blamed hotel from the sub-cellars to the roof garden. And it was all done to see whether the boy had the goods—the stick-to-itiveness that is needed in the hotel or any other business.

For seven years he gathered sterling experience there. Then he went to New York to the Hotel Majestic. He managed that splendid hostelry for five years. Then he left for California. It was the desire to see new things, to do new things, that had been with him since a boy.

After a short time he felt the pull to the east too strong to be withstood. When he reached New York he chose from the many offers extended to him, the management of the Imperial Hotel at Broadway and Thirty-first Street.

For ten years he served the Imperial in the efficient, conscientious way that he had learned. He had been taught by a hard taskmaster who didn't blunt sharp edges or pad hard knocks. But he knew the hotel business—the alpha and omega of it—because he had held all the different jobs himself.

And now, after his long successful career, he has gone back to his first New York charge—the Hotel Majestic, of which Mr Townsend is now lessee and one of the proprietors. He assures us that the Majestic is going to be a splendid hostelry—run on Townsend plans and Rotary principles.

Rotarian Townsend has never ceased to be grateful to Potter Palmer for starting him on the road to success at \$5 a month.



Then they made him porter

President Albert Invades Texas

Visits to Clubs in Lone Star and Neighboring States Gain New Recognition for Rotary From the Public

AS A RESULT of International President Albert's invasion of Texas and his visit to Rotary clubs in Oklahoma, Kansas, Louisiana and Texas, culminating in a conference of the clubs of district number twelve at Waco, November 1st., Rotarians have been further inspired and Rotary has been given an added impetus which must inevitably lift it still higher in the estimation of Rotarians and secure new recognition from the public.

This is the enthusiastic verdict of every Rotary club which he visited from the time he reached Dallas, Sunday, October 17, until he left El Paso, November 4, on his way to the Pacific Coast. International Vice-President Cornell's characterization of Albert, as the "apostle of inspiration," epitomizes the opinion of all who met and heard him.

In most of the cities President Albert spoke before the Rotary club on Rotary and at a public meeting under the auspices of the Rotary club and the commercial organization of the city upon civic problems.

Probably the district conference at Waco, called by District Governor W. H. Richardson of Austin, was the chief event during Albert's tour, from the viewpoint of Rotary.

In addition to President Albert, Vice-President Cornell and Governor Richardson, there were representatives present from Shreveport, San Antonio, Dallas, Fort Worth, Beaumont, Austin, Corpus Christi, Waco and Palestine. President Albert acted as convener and the following program was discussed:

On to Convention

Manner of selection of route and point of assembling.

All Texas-Louisiana train?

All Texas-Louisiana hotel?

What are proper stunts?

How should delegates be selected?

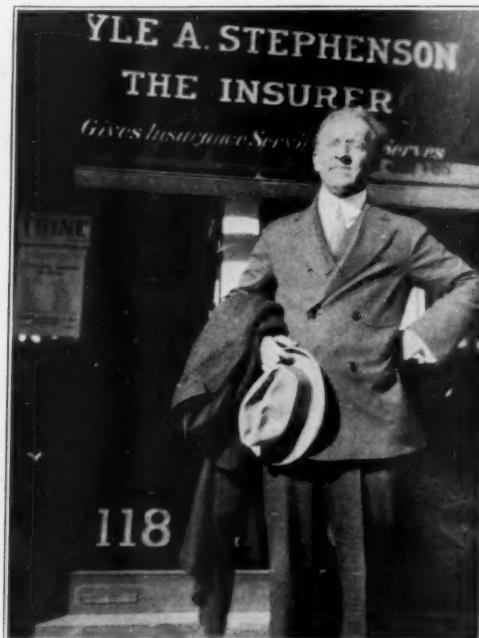
Should not the incoming President and Secretary always go?

What and whose expenses paid?

Should there be unity in district action?

International Convention

How may prospective Association officers



President Albert "Snapped" at Kansas City, Mo.

become known prior to the convention? What is proper campaign information and by whom issued? Should there be prior-to-convention nominations? Should there be convention nominations? What is proper Rotary solicitation for suffrage? Should votes be pledged? How can the trade or fellowship section be improved? What forms of entertainment are best suited to an International convention?

Extension Work

Are small cities advisable in Rotary?

Account of classifications?

Expenses?

Detriment to commercial club?

Convention attendance?

Should Rotary extend to South American Republics? To European countries?

Membership Problems

"Involuntary Past Rotarians?"

"Honorary Members," if allowable, how many?

"Associate Members," what should be their firm rank?

Should the attendance rule be strictly enforced, not only as to regular members but as to associates and honorary members?

Is membership a personal or firm asset?

Public Affairs

How far should Rotary go into public affairs?

As to municipal problems?

State problems?

Charities and similar benevolence, solicited and voluntary?

"Big brother" or similar movements?

Publicity

How much should be given or allowed in local newspapers; if given, how issued?

Is Rotary benefited by any local advertising connecting Rotary with firm or individual?

Is publicity as usually featured by newspapers, unless "censored," good for Rotary or its individual members?

In Rotary clubs what publications are best for the interest and advancement of the club? How issued, and when?

Rotary Fellowship

Duties of the fellowship committee.

Duties of the president.

Duties of the secretary.

Duties of the club members.

Entertainment

Should chairmen of weekly luncheons be rotated?

How often should outside speakers be permitted?

Character of stunts and time limit on them?

Value of special ladies' meetings, and how often?

Inter-city visits?

Character of initiation and introduction of new members?

Should non-Rotarians be welcomed as visitors?

Future

"Educational degree in Rotary"?

Shall Rotary have a special department for the interchange of trade ideas?

Can Rotary district conferences have resultant benefit to International Rotary?

What should be done, as a rule, with resolutions sent or requested desiring governmental or similar aid or action?

The Press on Conference

The following extracts from a report of the conference, published in the *Waco Morning News*, Tuesday, November 2nd, will indicate the scope of the discussion:

"Rotarians lose none of their identity as citizens and none of their responsibility for the discharge of a citizen's duty in the promotion of the common weal of their communities when they enter the club, according to a decision of the first conference of the Twelfth District, including Texas and Louisiana, which was held throughout the day in the Chamber of Commerce rooms yesterday. This decision was reached during a discussion of the part the local clubs should take in public affairs, and it was the judgment of all present that all public matters of such importance as to advance or retard the best interests of the community offered a proper sphere for the activity of Rotarians tho participation in purely political matters was discouraged.

"It was also the belief of those attending the conference that the principles of Rotary should be extended throughout the civilized world and on a motion it was voted to recommend that the extension work in foreign countries be undertaken, the time and manner of such extension to be left to the discretion of the board of International directors.

"It was the belief of those present that the spirit manifested at the recent Pan-American conference in Washington was such as to indicate that the time had arrived for taking Rotary into the South American republics and that portions of Europe, not now engaged in war, are ready to receive the Rotary gospel and apply it to their affairs.

"After the animosities engendered by the war in Europe have been given time to die down it is believed those nations now engaged in the war will be in a position to welcome Rotary.

Planning for Convention

"Tho the next International Convention of Rotary Clubs will not be held until the middle of July, the promise justifies the belief that it will be the greatest aggregation of business men ever assembled in the world, according to President Allen D. Albert. As a result of the convention going to Cincinnati, all the Ohio clubs promised to be on hand with a 100 per cent attendance and as there are 9,000 Rotarians within an eight hour ride of the convention city, it is expected the attendance will reach all the way from 3,000 to 5,000.

"A number of innovations are being arranged for the convention, President Albert declared, and he believes the program will mark as distinct an advance over the previous years as will the attendance.

"No peanut politics, no political campaigns to secure the election of favorite sons as officers of the International association will be allowed hereafter if the recommendations of this conference are adopted.

"It was the opinion of the delegates here that while any club having a member whom they would like to see honored might send out information of this fact and about their candidate to other clubs, no club should have the right to pledge another club in behalf of its candidate. It is believed this will not only prevent politics in slate-making but that in closing nominations on the first day of the convention there will be precluded the possibility of stampeding the convention in behalf of any magnetic

personality who might address the convention at any time.

"To arrange details for the trip to Cincinnati next July, Governor Billy Richardson of Austin, who

presided at yesterday's conference, was instructed to name a committee consisting of one representative from each club in the district to investigate the matter and report upon plans later."

What They Say About Our President

The following appreciative letters have been received by the Editor from cities which President Albert visited and show what the writers think of our president:

By Robert H. Cornell
International Vice-President

The Waco Conference of District No. 12 was the most beneficial one-day session of Rotary I ever attended and this was President Albert's opinion also.

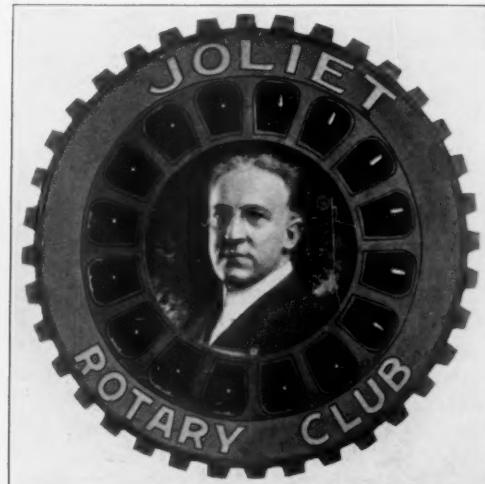
Allen Diehl Albert, apostle of inspiration, "The Little Napoleon" and incidentally President of the International Association of Rotary Clubs, received a real tenderfoot initiation on the first day of his Texas invasion. Governor Billy Richardson, accompanied by a bunch of Dallas faithfuls including P. K. Baker, Bob Thornton, and the indefatigable Peter Wills and myself spent all of Sunday, October 17, the day he was scheduled to arrive in Dallas, chasing back and forth, walking to the train dispatcher's office trying to locate Albert's whereabouts.

President Albert's visit to us was filled with incidents human and humorous and of great variety. Houston Rotarians had the pleasure of seeing him from every viewpoint, before the Rotary club, before the Commercial club, before the Houston citizenship, the famous Rice Institute and before a domestic science class at the high school on which occasion he distinguished himself by winning a biscuit eating contest.

Governor Ferguson and Chief Justice Phillips of the State Supreme Court sat at the Albert banquet board upon two occasions; Jess Willard, Joe Tinker, S. S. McClure, Lincoln Steffens and John Lind received Rotary inspiration as guests on other occasions.

"It cannot be other than a year of great accomplishment because of its starting with unusual endeavor and exceptional Rotary inspiration" was the remark of a Texas Rotarian after he had heard President Albert for the first time.

The 1916 Rotary Convention at Cincinnati, as President Albert predicts, is



How the Rotarians of Joliet welcomed Albert. A ring of colored incandescent lights encircled his photo set inside a large Rotary Wheel.

certain to be the most notable gathering of business men ever held in America. Because of Albert's work and inspiration with the clubs it is certain to be a convention of examination and because of that it probably will go down in Rotary history as the Convention of Efficiency.

By W. H. Richardson, Jr.
Governor District No. 12

Allen Albert has come to the 12th District of International Rotary, infused it with the intensity of Rotary feeling, and filled all Texas with a new desire to achieve Rotary.

It will probably never again fall to the lot of a scholar, student or speaker to come to a commonwealth at a better time to do something for that commonwealth. He diagnosed and prescribed in a manner new to his hearers, and altho often the truth made them wince, cure will come more quickly after his treatment.

Rotary is filling a cumulative desire in all of us, but to say that it is understood

and used rightly by many of us would be far beyond correctness. However, after absorbing from Allen Albert the creation, recognition and realization of Rotary we are changed from being members of Rotarians to Rotarians.

Texas owes a debt to Albert that it can only repay by putting into practice his teachings. Rotary owes a debt to its president that will never be discharged until each Texas Rotarian has, according to his ability and opportunity, fulfilled the demands for unselfish service.

By **Henry Greenfield**
The Houston Rotary Club

It is not likely that President Albert's visit will be forgotten very quickly because he left us better men and women for having been here. To Rotarians his acquaintance will always be an inspiration. Men who know him will be better and cleaner men and the message he left us, ringing as it does with the highest spiritual note, will be treasured as one of the bright jewels in the crown of Rotary philosophy. His visit probably was the most important happening in the Houston Rotary Club in the past two years.

By **Edgar Odell Lovett**
*Formerly of Princeton University and
one of America's Foremost Educators*

In my judgment the Rotary Club of Houston has rendered the city and commonwealth distinguished service in persuading Dr. Allen D. Albert, president of the International organization, to come to Texas and prosecute a careful and systematic study of several cities of the commonwealth. The results of this study, in so far as they bear more directly on the life-history of the city of Houston, were clearly and forcefully presented in a most admirable address which Dr. Albert delivered in the presence of some 400 Rotarians and their friends at the Rice Hotel after a supper served in his honor.

The premises of his argument were drawn from years of exhaustive study of the natural history of cities the world over; cities of arms, cities of kings, cities of government, cities of commerce and industry, cities of pleasure and leisure, beautiful cities of art, holy cities of cathedrals and convents, university cities of letters and science.

These premises were stated in the form

of five postulates determining the place and purpose of cities, and five general observations concerning their growth and development.

It was peculiarly gratifying to his audience—and this gratification was frequently express in applause as sincere as it was spontaneous—that Dr. Albert found so many grounds for the verification of these conditions in Houston's past, present and probable future. And these coincidences he presented in manner quite as charming as convincing, and altho express in comprehensive terms, these terms were so clear as to be within the apprehension of a child.

And if he found much to commend his praise was always discriminating, and if he found much to criticise unfavorably that criticism was always arresting and robbed of all sting because of the scientific temper of the critic.

His call we shall not soon forget—his call to the citizenship of Houston to face present conditions frankly and in conscious, united and constant co-operation to refuse to allow past mistakes to prevent deliberate and painstaking planning for the future.

Nor can we ever forget the human appeal in his final challenge to the city for a richer, fuller and more hopeful life for all its people, without distinction of class or race or creed or sex or age. And as he concluded we all might have recalled, in thinking of the city, the noble words addressed to Diomede by Odysseus, who himself had seen many cities and met the minds of many men:

"Praise me not much, neither blame me, but let us go forward; for the night is far spent, and the dawn is nigh."

By **Robert L. Thornton**

President The Rotary Club of Dallas

We certainly were greatly pleased to have President Albert with us. His address at the banquet Tuesday, October 19, was the most masterly address on the ideals of Rotary that we have ever had the pleasure of hearing.

We believe that the International Convention of Rotary Clubs at San Francisco last July reached its highest test of service when it gave to the Rotary clubs of the world Allen D. Albert as their president.

Like all big men we found him to have hobbies. Three we learned of, cowboy

pool, sweet potatoes and peanuts. Pete Wills accepted a challenge to play a game of cowboy pool and furnished the fixings. The Oriental Hotel at our banquet served a special platter of candied yams and it remained for me to have the pleasure of furnishing the peanuts.

The one thing I think that impress us most was that regardless of his high standing we all found him to be the kind of a man who has his right hand extended and who enjoys thoroly a shake with a firm, warm grasp.

By J. W. Loving

The Cleburne Rotary Club

When the news came that President Albert would visit us we became eagerly expectant but we were not prepared for such a treat as he gave us. He came, we saw and heard, he conquered us completely.

Rotary means for us more than before he came. He was so truly imbued with the spirit of Rotary that he simply let his mouth speak out something of the fullness of his heart.

If all the clubs are as enthusiastic as is ours, our President will surely carry the standard of Rotary yet higher.

By W. D. Paddock

The Rotary Club of Fort Worth

The Rotary Club of Fort Worth was honored in having present International President Albert, Vice-President Robert H. Cornell and District Governor W. H. Richardson. This was a large order and a big bill for one performance and the vice-president and governor were officially submerged; personally they were much appreciated.

Mr. Albert came up to the expectations of the members of the club; they were charmed by him and pleased with him in so many ways the schedule cannot be catalogued. Local Rotary members had their ideas and ideals of Rotary elevated by what they saw and heard. President Adams says: "He is a big and a wonderful man and he did our city much good."

By Marshall G. Muse

President Beaumont Rotary Club

After President Albert's visit to our club I cannot help but think how fortunate is International Rotary to be able to command the services of a man of such won-

derful ability. I feel that his visit here marks the beginning of newer and greater things for the Beaumont Rotary Club.

Every true Rotarian went away with a greater consciousness of his responsibility to Rotary and his obligation to the home and his fellow man.

Rotary will surely make wonderful progress under the influence of President Albert and I wish it could be possible for him to visit every club in Rotary as his visit would mean a truer understanding of the principles of Rotary and inspiration for higher and bigger service.

By O. A. Wright

The Rotary Club of Shreveport

We had a wonderful day when President Albert visited the Shreveport Rotary Club. At first we were disappointed because he came alone but we soon found that he was sufficient.

He captivated us by his candor and earnestness and sincerity. We had a very exalted idea concerning Rotary and its mission and the Shreveport Club has been enthusiastic and in a measure successful in realizing those ideals in the business and civic life of our community but every man who heard President Albert is a better Rotarian because of it.

By C. W. Dawson

The Rotary Club of Muskogee

Allen D. Albert's visit to Muskogee was on a Saturday night when it rained and the biggest attraction of the season was at the Opera House. Nevertheless a goodly company of Rotarians and their ladies sat at dinner with him and a fair crowd heard his lecture. Many have since said that it was the most inspirational talk on city building they have ever listened to. I was present at McAlester where I heard Albert introduced by Guy Andrews. Here he had over an hour in which to address the luncheon and I wish that a pamphlet might be published by the International Association setting forth the ideas and ideals exprest by him at that time to be used as a guide and inspiration to every Rotary club.

By J. Burr Gibbons

The Rotary Club of Tulsa

Speaking for the members of the Tulsa Rotary Club, individually and collectively,

I will say his visit enabled us to grasp a bigger and better idea of what Rotary really is. We feel it is the greatest boost our organization has had. Tulsa Rotarians think more of their club and of each other after having heard him.

President G. M. Wright, of the Chamber of Commerce, who is not a Rotarian, said that Albert's address was the greatest talk of its kind he ever heard.

By Russell F. Greiner

Past-President International Association of Rotary Clubs

There is no doubt in the world that Rotary received great impetus in Kansas City on account of President Albert's visit here. I know that many members of our own organization have shown greater activity and more interest in Rotary than ever before and I think it was all due to his masterly presentation at the noonday luncheon of Rotary and what Rotary stands for.

What we greatly needed in Kansas City was an educational talk on Rotary principles and he surely gave it to us and I am certain that this will be the best year that our club has ever had.

The newspapers gave us a great deal of high class publicity and I am still hearing his visit talked of among men who are outside of Rotary.

By G. I. Barnes

The Rotary Club of Wichita

Allen D. Albert came among us, won the hearts of us all and Rotarianized the few members of our club who were not real, genuine Rotarians.

The evening he was with us we held the best, most enthusiastic and inspirational meeting we ever had. It was a rare treat for us and even yet the boys are expressing wonderment at his masterful oratory and his strong Rotary teachings.

His high ideals of the better side of Rotary will always remain with us. I believe he gave many of us a better understanding of each other. We are mighty, mighty glad he came.

By Fred Struble

The Rotary Club of McAlester

At our first regular luncheon after President Albert's visit the attendance was larger than at any regular meeting during

the past six months. The real value of his visit comes from the fact that he left with all of us a higher conception of the objects of Rotary and a better understanding of what is expected of each of us as Rotarians and as a club. He is certainly a fine example of the ideals of the organization of which he is head.

By A. E. Hutchings

Governor of Rotary District No. 11

I had the opportunity of hearing President Albert several times and feel I am safe in expressing the consensus of opinion of several large and enthusiastic meetings of Rotarians when I say that he left a message in the hearts of all which will have a tendency to lift them to a higher and better life of service during the coming year.

His addresses were uniformly those of the scholar delivered with that choice diction for which he is so famous. The truths which he emphasized, being intensely practical, could be applied by each Rotarian to his daily life and work.

I have on my desk many clippings from the daily papers of Wichita, Hutchinson, Tulsa, Bartlesville, Muskogee and McAlester and they all praise President Albert for his genuine personality as well as for the educational and inspirational character of his lectures.

I was glad indeed to have been able to have been with him on part of his tour and especially glad that I succeeded in getting him to assist in the organization of at least three new clubs, Bartlesville, Hutchinson and Kansas City, Kansas. I know that he gave to these new Rotarians a clear impression of the higher side of Rotary and succeeded in taking out of their minds any selfish ideas they may have gained in the preliminary organization.

By Will R. Winch

The Rotary Club of El Paso

El Paso and its Rotarians and citizens were honored Thursday, November 4, by a visit from International President Allen D. Albert and the Rotarians showed their appreciation by turning out the largest assembly at one of their meetings in several months. Most of the members were present and with them representative busi-

ness men of the city and vicinity. A dinner was given in Mr. Albert's honor at the Hotel Paso del Norte at which between 200 and 300 guests were present. The dinner was attended by Congressman Smith, Mayor Lea and a number of representatives of the United States army now stationed on the border.

At night Mr. Albert spoke on civic problems to a large audience at the Central Christian church. His frankness in picturing local conditions was marked and was approved of by his auditors. He gave praise where praise was due and did not hesitate to criticise such shortcomings as he thought existed.

By W. L. Rosier

President Rotary Club of Hutchinson

I believe the greatest impression left by Allen Albert with our club as a whole would be embodied in the word Service. Not service from a commercial standpoint alone, but service that we should endeavor to render to our family, our brother, our neigh-

bors and our community as a whole. He inspired each of us to try to be a bigger, better, broader minded citizen. And from these inspirations I think the result of his visit will be that we will all want to combine our forces and do something to make our city a happier and better place.

One of the greatest helps to our club was the fact that President Albert started us off right and gave each of us a higher ideal of Rotary and made each of us ashamed of any narrow selfish views we had in regard to our membership in the club. He corrected a false selfish idea of Rotary at the beginning that I believe would have taken months to correct in the usual natural manner.

Personally, I would consider it the greatest possible privilege could I come in daily contact with a man like Allen Albert. He is an inspiration. His ideas and ideals are nearer my conception of real religion than are the ideas and ideals of any man whom I have had the pleasure of meeting.

(Continued on Page 588)

A Toast on December Fourth

Our Great Exposition Is About to Close

President Charles C. Moore of the Panama-Pacific International Exposition, has sent us a letter "on behalf of the administration of the Exposition to express our grateful appreciation for your patriotic interest and for the important part taken by your organization in the great series of congresses and conventions held in California during the Exposition period."

The end of that beautiful exposition is approaching. The gates will close at midnight on December 4th. Doubtless the verdict of the world will be that this exposition marks the greatest epoch for world betterment even tho held in this fateful year 1915. In his letter President Moore says further:

"A program is now being arranged for the closing day. The most striking part of the day's ceremonies will be an international toast, typifying the world peace, world service and world patriotism for which the Exposition has stood sponsor during the past year of war and turmoil. This international sentiment is now being prepared by President Woodrow Wilson and will be announced at a later date.

"The toast will be proposed on the Exposition grounds at noon on December 4th. All nations, organizations and institutions participating in the Exposition will be asked to join in the sentiment at noon, December 4th, San Francisco time, so that all peoples and practically all nations may join with

the Exposition in a toast for a higher type of internationalism.

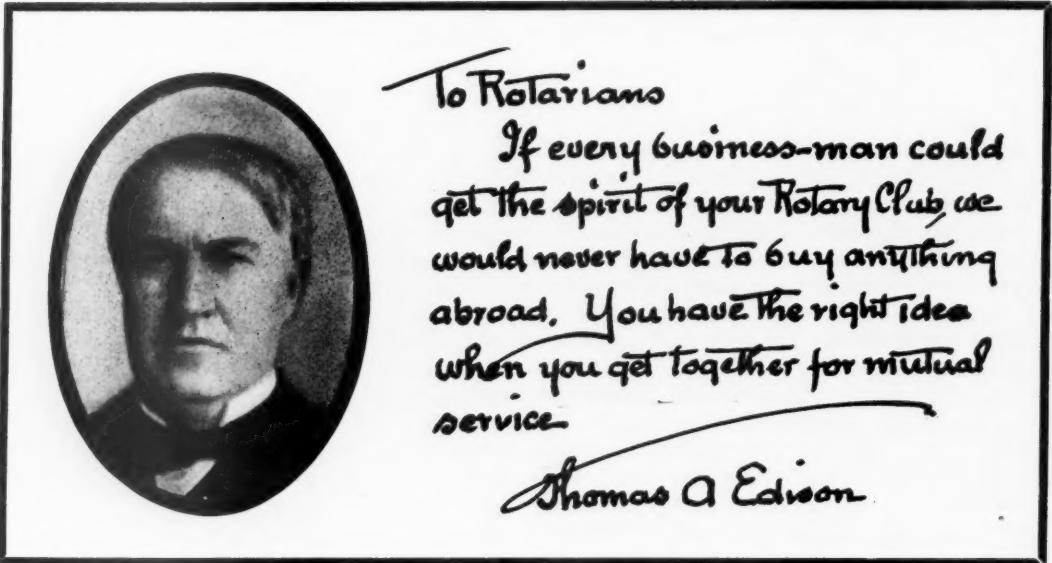
"May we not hope that you and members of your organization will join in the toast on our closing day? May I not also ask you at once to send me a brief sentiment that will symbolize your idea of what the Panama-Pacific International Exposition has accomplished or will accomplish for human betterment and world progress? Any sentiment you may send will have an honored part in the ceremonies of the closing day."

To this letter the International Secretary has made a brief and friendly acknowledgment and he has asked President Albert to prepare the sentiment requested by President Moore.

When the 4th day of December comes let Rotarians everywhere pause for a moment when they know that it is high noon in San Francisco and mentally join with the host within the gates of the exposition in the ceremony of drawing the curtain upon a great and successful undertaking. Let us join with a thought of how this exposition was builded, how it has succeeded, what it has accomplished, what it has symbolized and what its influence may be.

It is to Rotary's credit and honor that we had some participation in it.

A Great Inventor's Appreciation of Rotary



INTERNATIONAL ASSOCIATION OF ROTARY CLUBS,
CHICAGO, U. S. A.

5th November, 1915.

Mr. Thomas A. Edison,
East Orange, N. J.

My dear Mr. Edison, it was a great and pleasant surprise when I found on my desk a copy of your card addressed "To Rotarians" and I hasten to offer you the thanks of twenty-two thousand Rotarians for the compliment which you have bestowed upon them in such recognition of them.

I have studied over your statement "If every business man could get the spirit of your Rotary club we would never have to buy anything abroad" and I find myself wondering if this means that you do not believe in the international fellowship of Rotary. Surely there cannot be an international fellowship without international trade.

Possibly you have not a full understanding of the breadth and depth and scope of the spirit of Rotary. Perhaps you will take time to read the several enclosures with this letter. Great as is your present friendship for Rotarians there may be something to be told you about Rotary which will cause you to like us even better.

Yours Rotarily,

Charles W. Ring

Secretary

Advertising Service

By PETER A. MENZIES

THE designation "advertising agent" is more or less a misnomer and is a survival of the day when advertising agents really represented a group of publications with space to let.

The modern advertising agency is one that renders to the advertiser a real service in the selling of goods. The agency is made up of a group of men, each with specific qualifications fitting him for a certain department, but each one with a more or less thorough knowledge of the business of advertising.

The net ability of such a group measures the service which the agency is able to render. Manifestly, an association of specially-trained men, having expert knowledge of advertising, afford in composite wider specialised information than can be profitably employed by any one advertiser.

The agent, in consultation with the prospective advertiser, must have placed before him an intelligent statement of the facts and conditions surrounding his business, so that he may be able, by reason of his particular experience, to give information and advice which will save the advertiser considerable money, and set in motion forces which will bring a large increase in his business.

He must have the facts showing the possible market for the goods under consideration. He must know the trade conditions, the attitude of the wholesalers and retailers, have a knowledge of the special obstacles and difficulties that stand in the way of the advertiser.

Measure of Agent's Value

In taking up an advertising campaign there are often a great many details in which judgment and advice are of vital importance. It may be necessary to change the method of packing, to devise a trade mark or to change one that already exists. It might be advisable to change the price. There may be occasion to bring into being a new sales organization or to change an old one or to alter the terms upon which the business has been carried on with either wholesaler or retailer.

It is the ability of the agent to enter

into the solution of such questions as these that makes his service valuable to the advertiser.

The agent must work out very carefully detailed plans for publicity which fit into the activities of the sales organization. Among other things, this involves the amount of appropriation, selection of media, the size and frequency of the insertions. Dependent on this follows consideration of the style of copy to be used, the type of illustration, the working out of the follow-up plans and so on.

Advertising to be successful requires to be conducted by men with special gifts for, and special experience in, the business of selling goods; it is produced by two different kinds of ability. One is the work of the statistical, accounting, exact mind; it investigates, concerns itself with figures, studies trade relations, estimates costs, checks insertions and attends to the financial side of advertising. It is specialisation that tells.

Task Requires Discrimination

Take, for instance, the subject of rates of charges. The man whose place in an agency it is to attend to rates is the point of contact between the agency and all media used for advertising. Nominally he is supposed to be in possession of the facts concerning those media, to be prepared at the shortest notice to quote the cost of advertising in any given list or group, to furnish information respecting the nature of a given publication or the extent of its circulation, to figure discounts, extract commissions, coax special positions, etc.

It is his province to retain friendly relations with all the representatives of all the media, while at the same time keeping to the lists which best serve the agency's clientele and which can include but a fraction of the media forever trying to prove that they deserve the business.

The selection of the right media calls for the faculty of discrimination in a high degree. It is not so much amassing information as reasoning on that information that is demanded. He knows that every

sovereign of the advertiser's appropriation must count; that even when so few media can be used they must be chosen shrewdly. He becomes a judge of media values and develops a sense of circulation and its worth.

Creative Work Necessary

Again there is that other part of advertising which finds expression in the plan and then in the copy which executes the plan. Such work is more or less creative. It is creation in the sense that the writing of a novel, or the painting of a picture, is creation. It requires common sense, shrewdness and imagination.

There are, of course, other forms of publicity than newspaper and magazine advertising.

There is what is known as "direct advertising," where the appeal is made to the consumer by means of catalogues, booklets, folders, and circulars. The best of that kind of literature is produced by the man who specialises in advertising, naturally. This branch of advertising differs very much from the newspaper appeal; but since it is advertising, no less than is newspaper publicity, it is work in which the agent is, or should be efficient. Consequently the preparation of catalogues, booklets, follow-up letters, etc., comes within the scope of a comprehensive advertising service.

Again there is outdoor advertising, which covers posters, enamel signs, tram-car transparencies, and so forth. Here, also, is work that comes under the heading "service."

Indeed, advertising service neglects nothing that has to do with publicity.

Why Publisher Pays Agent

The preparation of newspaper advertisements, catalogues, booklets, circulars and letters, the designing of posters, metal plates, show cards, cut-outs and novelties; the superintendence of process block making and of printing; these are the matters with which the advertising service agent concerns himself. It is his knowledge and his experience in such matters that he offers to the advertiser.

It strikes many people as a glaring

anomaly that the agent's income is derived from the publishers, and not from the advertisers for whom the agent works. Publishers realise that the creative agent performs a service for them which they could not obtain in any other way. The agent maintains the volume of advertising, which is so uncertain a method of producing business when ignorantly applied that if the advertiser were unassisted and left to handle his advertising direct, the percentage of failures would be so great that the volume of advertising would inevitably shrink.

It will be seen, then, from these observations what advertising service amounts to and what the advertising agent has to offer to those who have something to sell.

The Outside Viewpoint

He brings to bear on a selling problem an outside viewpoint denied to those engaged in the continuous promotion of a single business or kindred businesses.

He knows the relative value as well as the cost of various advertising media; and the knowledge is gathered not so much from publishers' statements as from his own experience and that of others.

In placing advertising through an agent the advertiser can keep his total advertising expenses under one account, instead of having to attend to a number of accounts, large and small, which he would require to do if he attend to and send every advertisement order direct. In addition to this advantage of one all-embracing account the advertiser gains the benefit of the agent's knowledge of how to get the utmost value out of a given appropriation.

The art of writing, of making an interesting story, or a succession of interesting business-getting stories, out of material apparently unpromising—that is all in the day's work of an advertising service agency.

In short, the agent places at the disposal of advertisers a sales promotion organization made up of a group of specialists; men who are experienced in media, copy writing, designing and printing, in the planning and in the conduct of selling goods by advertising.

*Things should be bought on faith;
Therefore, they should be sold on honor.*

Credits and Commercial Agencies

The Ethics of Business--No. 1

By WALTER C. GOLD

A DEFINITION of Credit (applied commercially) is: Reputation derived from the confidence of others; belief and faith in one's ability to make payment.

In a recent bulletin issued by the Philadelphia Credit Men's Association, there was printed this significant paragraph: "*The prosperity of all men rests upon the stability of commerce and commercial stability upon the soundness of credit. Hence whatever conduces to the betterment of credit conditions advantages not only those actively engaged in commerce but all men everywhere whose lives are touched by it at any point.*"

It is an admitted fact that but a very small percentage of the business of the world is now upon a cash basis, hence as business developed in America there naturally developed the commercial agencies, one of the leaders in this line of endeavor being R. G. Dun & Company, whose precursor was the firm of Tappen & Douglass, established in 1841. These agencies have been of inestimable value to business generally—in fact, modern business could not be transacted without them.

The Man Who Rants

In compiling their reports the amount of money possessed by a corporation, firm or individual is, of course, considered, but the business ethics, method of transacting business, morals, experience and general reputation are incorporated, and these are prime factors in determining the final rating. Therefore, we believe it to be good business ethics for every business house to make a report, because the legitimate mercantile agencies are bound to do business men justice. The mercantile agencies have, as stated, done business great good, and they merit the unstinted support of business men.

There is the man who orders goods and who, without credit, rants and tears if he is asked for references, going so far as to threaten to cancel the order. Such men are bluffers and should be left in the hands

of their friends and held strictly to cash transactions. No honorable and fair-minded man will refuse to give references when required by those from whom he asks the favor of credit.

I have found that in every instance where references were furnished that payment was made as agreed. I cannot think of a single instance where the debtor failed to pay. On the other hand, I have never regretted refusing credit to those who manifested impatience because I failed to ship on credit where this essential was not satisfactorily established.

Credit is confidence; vice versa, confidence is credit.

Loose Credits Cause Ruin

Some say, "I don't need any rating, I pay cash for all I buy, so I won't make a statement." The present-day ethics demand that such a position be abandoned. Every man transacting business of any magnitude needs a commercial rating if he is to progress; and if satisfactory information cannot be secured by the agencies, they will not accord a rating. Every business man naturally wants full and satisfactory information regarding his customers or prospective customers. Then why shouldn't he be willing to show his own hand to legitimate commercial agencies? That is simply according to the tenets of the Golden Rule.

Sometimes I wonder how the business men, say of the period of Stephen Girard, were able to transact business without such agencies. What a tremendous handicap they labored under compared with the credit facilities of our day! Commercial agencies have been a power in tempering the damage and losses of more recent panics. The modern business man if deprived of his commercial book would be simply "up in the air." Its loss would be simply irreparable!

Loose credits have ruined many a business house. Here is another potent quotation from the National Credit Men's Association bulletin:

"DON'T extend credit to a stranger. Extend credit only to those who thru pains-taking investigation may be counted among your acquaintances because you are reasonably well acquainted with their affairs, their reputation and indeed their personality."

A representative of a factory, with which the writer does large business, told me that where a concern was poorly rated the matter of extending credit would be referred to a manager (now deceased) who almost invariably replied, "Take a chance on it and ship the goods," and in almost every instance the sale proved to be a loss. And these frequent losses eventually ran into a large sum of money.

That policy, of course, is all wrong! It is proper to worry about the matter of getting your money before shipment, instead of trying to lock the stable after the horse has gone. The man who is loose in his credits does business much harm. If persisted in, the result will be failure.

The matter of credit has developed the Credit Man, now an important personage about the business house. He should be a master of business letter writing, of tact and of good judgment. So essential has become the credit man that there is now a powerful organization known as the National Credit Men's Association, with local associations in all the large cities of the United States. It has done much to influence national and state legislation and has a goodly "war fund" with which to fight crooks and scamps of business life. It has a membership in this country of 19,286.

Credit is being scientifically developed by banks and business houses everywhere thru its cashiers and credit men; and this department of business is being placed upon a decidedly higher plane each year. It is predicted that the development will be so great that panics will become only a matter of history!

World Appreciates Rotary Code of Ethics

The Rotary Code of Ethics adopted at the 1915 San Francisco Convention has been received with general approbation and appreciation by the business world and the press in the United States, Canada and Great Britain. Many Rotary clubs in the International Association have already printed the code in their publications. A number of newspapers and periodicals have printed it in full. There have been sent from International Headquarters to 5,000 daily newspapers and class and trade publications in the United States and Canada and British periodicals an article prepared for their use and containing the code and a "story" about the convention written by Joe Mitchell Chapple, editor of the *National Magazine* and member of the Boston Rotary Club. The *Irish Independent* of Belfast was the first British periodical to print the code.

A number of Rotary printers have printed the code in attractive form. Rotarian Henry S. Crenshaw of Montgomery (The Brown Printing Co.) probably was the first of these. He got out the code in a handsome card immediately after its publication in the August issue of THE ROTARIAN, and distributed copies to the club members at the first meeting in August.

Rotarians Eaton and Gettinger of New York printed the code in blue and gold on a card suitable for framing and Rotarian Charles Happy Sassaman of Philadelphia has gotten up a very artistic frame for it.

F. H. Brigden, the Toronto Rotary Club printer, has issued the code in a little booklet which is a beautiful and artistic example of the printer's art. The code is printed only upon the right-hand pages. Each page is paneled with a cream white border around a gray center and the type is printed upon the gray center.

Rotarian Charles Simmons of Waterloo (The Stewart-Simmons Press) has printed the code on a golden brown card, 10 by 14 inches, suitable for framing. The Waterloo Rotarians intend to give one of these cards to every visitor to their club.

Rotarian Martin C. Rotier of Milwaukee (Meyer-Rotier Printing Company) has printed the code on gray with a blue border in the form of a very attractive hanger card for members of his club.

There doubtless are many others which have not come to the attention of THE ROTARIAN.

“Those Devilish Expenses”

How to Reduce Them Without Doing Injury to Your Business

WHENEVER there is a business depression, many get pinched between less sales and more costs. Suddenly the sales go down, the expenses go up. We find ourselves cut between the two, and we realize that if these two come together our profit becomes entirely wiped out.

The question is—*how to widen out*. Generally, in such a case, we lose our heads. We get afraid. We fear the worst. We grip an axe and hack furiously at “those devilish expenses.”

In our alarm we hack down wages. We hack down equipment. We run amuck like a mad Malay. We smash down the structure of our own company. Blinded and confused by our own fears, we suddenly become the worst enemy of our own business.

Did you ever think of the stupidity of a *corn*? Whenever you have a boot that is too tight it pinches your toe. Nature, in a well-meaning but disastrous way, tries to help the toe. It makes the toe larger at the point of contact. The result is that the condition of that toe is much worse than it was before.

Main Thing Is Vitality

What Nature ought to do is to make that toe smaller. It ought to scoop out a little hollow in the toe at the place where the shoe pinches. The trouble is that Nature does not know the reason of the trouble. Nature thinks you are barefooted, and it strengthens that part of the foot which seems to be in danger. The result is—a *corn*.

In the same way, when we hack down expenses with an axe we do a well-meant but disastrous thing. We often destroy the spirit—the *esprit de corps*—of our company. Instead of cheering on our men, we blow the “Retreat” on the bugle.

To use another illustration, suppose a soldier is lost in the Sahara desert. He is all alone. He has only one day's food. Suppose he says, “I am too heavy, I must cut my left arm off.” Is not that the worst possible thing that he could do? He would certainly be lighter, but he would have

destroyed his vitality. What with the pain and the loss of blood and the injury to his strength, he would soon fall in the desert and die.

So, with a business, the main thing is *vitality*. It is better to lose business and lose money and to lose anything else than to lose *vitality*. The vital, vigorous company can endure money loss, and will eventually outlive the dangers that threaten it. Moreover, in a period of depression, what every company needs is not less vitality, but more.

Keep Optimistic Employees

Of course, in a period of hard times, we must stop waste and extravagance. We may very well cut out wine and golf and shilling cigars and so forth. If our staff is too large, we may very well discharge all those who are pessimistic. In every case, when trouble comes, the first man who ought to be thrown out is the pessimist, who fears and prophesies the worst. The cheerful, faithful, optimistic employee may very well be promoted for the reason that his value has suddenly become greatly increased.

Also advertisements can be made smaller and stronger. Many quick, drastic changes may have to be made with the general object of making the most of what you have.

But often, when sales go down and expenses go up, the first thing to do is to *buy* something. Very likely you need some labour-saving device, which will cut down expenses without decreasing vitality.

For instance, Henry M. Flagler, the Standard Oil millionaire, built two immense hotels for winter tourists at St. Augustine, Florida. At first his hotels did not succeed. The manager wrote to Mr. Flagler and suggested that in order to cut down expense he had better discharge the band. At once Flagler wired him this answer: “Hire two bands.” That was Flagler's way of cutting down expenses, and it was a very good way.

When John Wanamaker, the great American merchant, first started a little shop he took in only £3 15s. the first day. What

did he do? He did not fly out and hunt for a cheaper shop and he did not try to rent his shop windows. He took his £3 15s. and he spent every penny of it on one great big advertisement. Next day his shop was crowded. That was Wanamaker's way of cutting down expenses.

Cheapness Is Expensive

The main thing is not to slash expenses or to hire cheap help. The main thing, always and everywhere, is *results*.

Recently there was a foolish protest made by various advertising men against the "high fees" received by certain other advertising men. The fact is that it is the cheap advertising man who costs the most. In advertising, the important thing is not merely to buy space, in publications or on boardings; the important thing is to use that space to the very best possible advantage.

A reaper is cheaper than a hand sickle, even though it costs thirty times as much. In the same way a sewing machine is cheaper than a needle. An addressograph is cheaper than forty girls. An auto-truck is cheaper than a handcart and a traction plough is cheaper than a spade.

A little while ago quite a fuss was made in the House because a certain timber expert, Mr. Meyers, made £9,000 in commissions. He had been engaged to buy timber for the Government. He had, so everybody agreed, bought very well and at very reasonable prices. He had charged a commission of only 2½ per cent; but such was the magnitude of the job that his commission became very large. Consequently, a number of small M. P.s—embryonic "watchdogs of the Treasury"—made a fuss about his £9,000.

In such a case the main thing was not the amount received by the expert, but the service which he delivered to the Government. No doubt, the timber might have been bought by the Post Office in the Post

Office way. No doubt the Post Office can buy lumber, or write operas, or do anything else without any previous knowledge or experience. But when the quality of the service and the total cost of the transactions are taken into consideration, the expert is always cheaper than the Civil Service clerk.

To boil all this down into a single sentence the way to reduce expenses is to have better methods and a well-trained staff. Economy is the by-product of efficiency. In short, a temporary period of hard times is an opportunity to put your company in order. It is a chance to get more efficient. It is an opportunity to get ready for the big business which is sure to come.

In good times many a man says, "I am too busy to improve my works; my employees are too busy to be trained; I am making money; and I do not care if I am efficient or not."

Carnegie's plan was to cheer on his men during good times and to buy up his competitor's steel mills in bad times. When other steel men lost their heads and slashed at expenses Carnegie spent money like water improving his mills and buying new ones. That is surely the secret of his sixty millions.

Hard Times Develop Men

Hard times test us and develop us. Hard times weed out the unfit and make strong men stronger. Hard times are either our best friend or worst enemy. Usually the men who climb the highest in the world are those who stand fast when other men run.

Remember what General French and his men did at Ypres. General French put one man to a yard and told him to stick; and he stuck.

In the same way, when a crisis comes in your business, put one man to the yard and stick it. Do more and do it better than you ever did in your life. *That is the British way to reduce expenses.*

Elsewhere

My friends, have you heard of the town of Nogood
On the banks of the River Slow,
Where blows the Waitawhile flower fair,
Where the Sometimeorother scents the air.
And the soft Goeasys grow?

It lies in the valley of Whatstheuse,
In the province of Let'erslide.
That tired feeling is native there,
It's the home of the reckless Idon'tcare,
Where the Giveitups abide.

—Anonymous.

A Romance of the Olive

By GEORGE L. RALSTON

The Rotary delegates and visitors to the San Francisco convention who made their first visit to the Pacific Coast were deeply interested in the things that were different from things in their home lands. A number of them had their first introduction to the California ripe olive. The members of the Los Angeles Rotary Club who had the privilege of entertaining a large number of the visitors had also the pleasure of introducing some of them to the ripe olive. Their expressions of satisfaction led the club to have this article written by Rotarian Ralston, their printer member, and submitted to THE ROTARIAN. It is copyrighted, 1915, by the author.

THE alleged learned men who wrote the mythological tales tell us that Poseidon and Athena were two of the powerful pagan deities. Like all warlike people they had a mighty argument one day, which soon developed into a battle. Zeus took a hand in the affair and in order to show his might, caused an enormous rock to split open and from within arose a full-bearing olive tree.

By this time the gods were tired of fighting and wanted an excuse to stop; so they hailed the olive tree as an emblem of peace and called a truce to talk it over. Possessed of godlike divination, they soon realized the great benefit the olive tree would be to man. Thereafter, when some mortal performed a great deed and dedicated his action to the gods they showed their pleasure by giving him a clipping from the olive tree. Soon the valleys of the old world were green with the magic of this tree.

While, of course, this is the mythological story of the origin of the olive, it is worthy of close study as it shows the high esteem in which the ancients held the olive tree in that they attributed its beginning to their gods.

Use by Ancient Greeks

Homer, in the *Iliad*, often mentions the olive tree and its oil. In fact Homer might be accused of having been in the business of making and selling olive oil, and of writing the *Iliad* as an advertisement.

History tells us about the Grecian soldiers who, before the battle of Marathon, rubbed their bodies with olive oil and gained from it the strength whereby they vanquished their foes. In the days of ancient Greece olive oil was the luxury of the wealthy and the strength of the army.

With the most impressing episodes of the Bible the olive tree is associated. When the earth was covered with water and "all flesh died that moved upon the earth, both birds and cattle and beasts," except they that were with Noah in the Ark, we read

that "Noah sent forth the dove from the ark, and the dove came unto him at even-tide; and lo! in her mouth an olive-leaf plucked off."

The Mount of Olives, so named because of the olive trees which covered its sides, was a favored spot with Jesus and it was from beneath the olive trees that many of his profound teachings were delivered to his disciples.

Extends to Africa

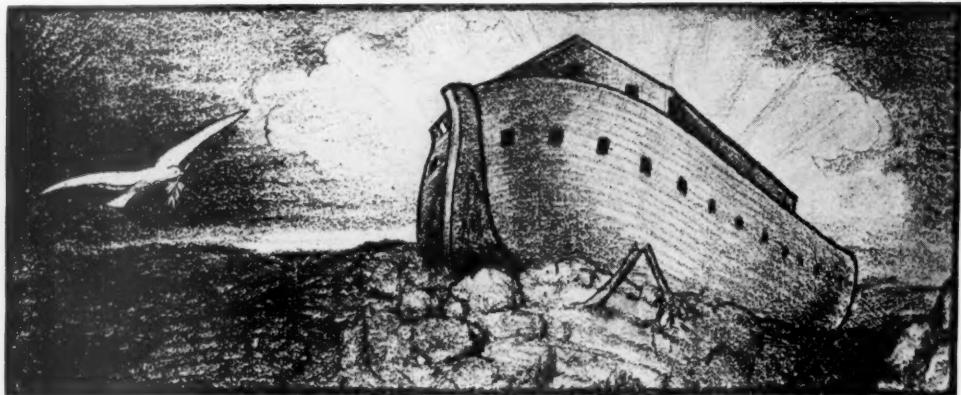
From the environs of Jerusalem the olive rapidly extended its domain to the northern part of Africa. It took a firm hold at once on the people. It is said that one of the groves of that day is still in existence. It covers half a million acres and contains over three million trees. It is situated near the city of Sfax, 200 miles south of Tunis. The olives grown there are suitable only for making oil: in fact that was the fundamental idea in planting the grove.

Olive oil is essential to life in the dry climate of the east. The sun and the hot winds of the desert soon dry the skin like leather, but at sunrise and sunset the body is anointed with the oil of the olive and instead of a harsh brown face we see the soft, velvety skin of the east.

In the discovery of America the olive was closely associated. Columbus took some olive oil with him as a gift to any powerful monarch he might find in the Indies.

A few years afterward the olive tree took a wonderful journey. When the Roman Catholic church sent its missionaries to the new world they took with them their most useful tree to plant. The olive tree then found a new empire in Mexico where it thrived around the monasteries of the *Padres*. The history of that day recounts many wonderful cures due to the magical effectiveness of the oil from these trees.

When the cross of Christianity was carried to California the olive tree went in its train. The tree in this land of sunshine



Noah's dove brought back to the Ark, when the flood waters began to subside, an olive branch.

began its second era more gloriously than its first. Many of the trees planted by the missionaries who were the vanguards of civilization in California are still standing and bearing fruit.

Fame Grows in California

The fame of the tree grew more and more after planting in California, for it gave to the world a new food, the California ripe olive. Repeated attempts by American packers have been made to preserve the olive in its ripened state in Europe, but have been abandoned because the cold weather comes so soon the olive does not have time to ripen on the tree. It must either be picked when touched by frost to be made into olive oil, or picked green to be pickled in the form which is now the green pickled olive of commerce.

In California the warm weather continues long enough to ripen the fruit, and it is there and no other place in the world, that this appetizing food is successfully preserved.

The olive on the tree is first green; as it ripens it turns to red, then purple, and,

when fully ripe, is a rich black, or, as some have described it, bluish purple.

The Ripe Olive Joke

Because the Rotary convention was held too early in the season the opportunity did not present itself to introduce to the Rotarians the ripe olive joke, which is to tell of the wonders of the ripe olive and then to give an olive picked directly from the tree. Did you ever eat a persimmon?

Imagine the bitterness of the persimmon a dozen times condensed and then you have the taste of the ripe olive when picked from the tree. But when properly cured it has a delicious taste, the strength of the oil and the tissue building quality of the fruit itself.

Some inspired person, whose name should have gone into history along with Galileo and Pasteur, discovered that by a certain process this bitter taste could be neutralized without lessening the desirable qualities.

The discovery by this unknown man gave to the world a new food, as California ripe olives are being used in the preparation of a number of edible dishes besides as a relish.

Cincinnati's Convention Executive Committee

F. W. (Fritz) Galbraith, Jr., former president of the Cincinnati Rotary Club, is chairman of the Cincinnati Executive Committee for the 1916 convention.

President Ralph A. Tingle has announced this committee in full as follows:

F. W. Galbraith, Jr., chairman, The Western Paper Goods Company, Third and Lock Streets.

John H. Dickerson, The J. B. Moos Co., 511 Sycamore Street.

Frank J. Zumstein, The Zumstein Taxicab Co., 12 East Sixth Street.

Gideon C. Wilson, attorney, 55 Wiggins Block.

Wm. C. Culkins, secretary Chamber of Commerce, Union Central Building.

The Rotary Spirit in Business

By JOHN HERBERT PHILLIPS

I HAVE made diligent search thru the annals of history and literature for an ethical code that might suitably embody the Rotary spirit as applied to modern business. I have examined the ancient code of Hammurabi, and the Justinian Code, and have carefully studied the Negative Confession in the old Egyptian Book of the Dead. But the code that more completely than any other embodies the true Rotary spirit may be found in a very ancient document which, somehow, I stumbled upon when a boy and which I earnestly commend to you. It is a code with which some business men are not as familiar as they should be; it is popularly known as "The Ten Commandments."

I trust you will not think of me as Speaker Tom Reed exprest himself about Roosevelt, when Reed remarked: "I have never in my life seen such enthusiasm as he manifested when he discovered the Ten Commandments."

In commanding the Decalog for your study, I am reminded of the story of the Boston business man who, some years ago, presented to the congregation of the Hollis Street Church two stone tablets on which were inscribed The Ten Commandments, saying as he presented them: "My brethren, I gladly give them to you; I can't keep them, perhaps you can."

Positive—Not Negative

But that was before the organization of Rotary. The attitude of many business men towards The Ten Commandments has changed since the advent of Rotary and the Higher Criticism. Only a few days ago one of our progressive Rotarians complained to me that The Ten Commandments no longer measured up to his standard. His objection is that too many of them are negative—there are too many "Thou shalt nots" to please him. That Rotarian is such an irrepressible hustler that he is more interested in knowing *what to do*, than *what not to do*. I advised him to refer his complaint to the grievance committee at once.

But while commanding the Decalog as the best expression of the Rotary spirit, I

would emphasize the fact that this spirit is much older than The Ten Commandments. The Decalog is merely the verbal expression of the noblest and divinest spirit in humanity as it manifests itself in human conduct. This spirit transcends definition. We cannot define electricity except in terms of its manifestations as light, heat and power. So with the Rotary spirit in business; we cannot define it but we may observe and appreciate its manifestations in human conduct.

The best expression of the Rotary spirit may be found in the simple word "service." This is happily given in our Rotary motto: "He profits most who serves best." Profit is obviously a legitimate purpose in all business but too many fail to associate it with service. Indeed, for many business men, profit and service are contradictory terms. Business has too long been chained to the ancient fallacy that profit by any old method is synonymous with success. "Make money, my boy, honestly, if you can, but make money" has been too often given and accepted as serious advice.

Three Spokes In Wheel

"Getting on, getting honor, getting honest," is the phrase that expresses the successive stages in the progress of too many business men of the past. But the trouble has been that the last stage—"getting honest"—was seldom reached. But the modern spirit of business is rapidly changing all this. Even the few instances of unscrupulous conduct in the management of "big business" as exposed in the press of the country, but serve to establish the truth of the Rotary motto: "He profits most who serves best."

Of the several spokes in the Rotary wheel of service, I like to think of three that symbolize for me the royal essentials to business or professional success—friendship, faith and good will. So long as business men continue to be strangers to each other they are practically enemies. Suspicion, envy, jealousy, hatred, malice and the entire brood of malevolent affections hold sway in the business community. When I was a boy it was not unusual to

hear such advice as this from business men: "Suspect every stranger you meet as a liar and a thief until he proves himself truthful and honest."

The spirit of modern business has reversed this dictum. We now expect to find truth and honesty in the strangers we meet. "Seek and ye shall find," and I may add, "Whatsoever ye seek, that ye shall also find." Seek honesty, expect the truth, and you will be seldom disappointed. Business men are now better acquainted than formerly; acquaintance ripens into friendship, and friendship inspires faith and good will.

First Step—Acquaintance

The first step in the development of the Rotary spirit is to get acquainted. Our various trades and vocations are already organized for the purpose of acquaintance, friendship and mutual protection among their members. But it is the misfortune of these organizations that the spirit of friendship, faith and good will is too commonly limited to those engaged in each particular trade or calling.

The advance step in the Rotary club is the bringing together into one association of all these separate callings and professions thru their representatives. A bond of sympathetic interest is thus established, not merely among individuals but among the several vocations that constitute the fabric of business in the community. For this reason, the Rotary club has been called "The Hague of Business" and "The Parliament of Commerce," where all lines of business meet together, and where differences and disagreements vanish under the genial influence of the spirit of friendship, faith and good will.

When the Rotary spirit finds its complete expression in business fair-dealing will inevitably become universal. The man who resorts to fraud and trickery in athletics today is barred the field and brings disgrace not only upon himself but upon his team and upon his city. The Rotary spirit, as applied to business, means that the man who is guilty of sharp practices and questionable transactions shall be barred by his fellows and treated as an outcast, at least until he gives evidence of true repentance and reform.

The Rotary spirit may not be adequately expressed in laws and regulations. The true Rotary spirit does not make the law the measure of its morality. It recognizes the

fact that there are important duties which no law prescribes and bad practices which no law forbids. It recognizes the fact that "there are good deeds which no human law exacts, and evil acts which no human law punishes." It recognizes the fact that no man is made moral by law. Our constitutions and statutory codes are at best but imperfect expressions of human morality. No man is moral simply because he keeps The Ten Commandments; he keeps The Ten Commandments because he is moral.

The Rotary club is the only organization I know anything about that seeks the elevation of our business standards and professional ideals thru the infusion and the contagion of its spirit of service rather than thru a series of laws and regulations. It is the only organization I know anything about that has no ritual or ceremonial. It has but one sacrament—a sacrament among men long before the time of Abraham—the breaking of bread together once each week, as a pledge of brotherhood and as a symbol of friendship, faith and good will.

Rotary has no creed, religious or political, but each member is expected to have his own and is expected, moreover, not merely to tolerate, but to respect his neighbor's creed. The only creed, religious or political, held in common by all Rotary members, is that which naturally springs from the spirit of unselfish service. The only badge worn by a Rotary member is his own name, worn over his heart—and that name is as good, as true and as powerful as he can make it, in business and in politics, in social and in professional life.

Name Stands For Real Man

The only punishment meted out to a Rotary member, so far as I know, is for failure to display that name on proper occasions. That name is his highest expression of friendship, his sole confession of faith, and his uniform manifestation of good will. That name stands for good citizenship in its broadest sense; it stands for loyalty to yourself, your own business and your neighbor's business; it stands for loyalty to your city, your state, your country and your country's flag.

Your name stands for your self-hood—what you really are, not what you seem to be. "Love thy neighbor as thyself" is the Master's indirect command to "love thyself." Self-love, in the sense of self-respect and self-reverence, is the measure

of your love for your neighbor. If you love yourself meanly and ignobly, so will you love your neighbor, and you will treat him accordingly. Your respect for your name, not your pride, arrogance or self-conceit, constitutes the keynote of your service as a member of Rotary.

But what are your obligations as a Rotary member? You did not upon your entrance take any solemn vows of eternal fealty to the principles of the order; you did not obligate yourself to vote for me, if I should be so reckless as to run for office; you did not obligate yourself to patronize me in my business. I have a right to expect your support and your patronage, only so far as my name and my service commend themselves to your judgment.

The Rotary club is not a mutual admiration society, with "You tickle me and I'll tickle you" as a motto. It is not a "closed shop," which treats its members as sole beneficiaries and puts the rest of the world on its "blacklist." If we have joined the Rotary club merely because of what we expect to get out of it for ourselves, I tell you frankly we have made a mistake.

The only obligation you assumed when you became a member of Rotary is the obligation to serve your calling and the entire community, thru this organization, by exemplifying its spirit of service. This obligation is emphasized when you remember that *you are here in a representative capacity*. We are not here merely as individuals, but as representatives of our several callings.

Invested With Responsibility

We were not selected for the purpose of having conferred upon us a monopoly of the Rotary trade and patronage, but for the purpose of being invested with responsibility for the ethical standards of our several callings in this community. You were elected because you represent the highest ideals of your profession or line of business, and you are responsible for the elevation of these standards in this community.

In Rotary we are all teachers, inculcating and exemplifying the principles of practical service before our employes, our patrons, our associates and even our competitors, some of whom may be wondering why we were ever elected to the Rotary club. If you and I have not entered here in this spirit of unselfish service; if we are here merely for personal gain, or to hold down our membership by attending one meeting

out of every four; then the courteous thing for us to do would be step down and out and give our places to some of our wide-awake competitors.

"Noblesse Oblige" was the motto inscribed upon the coat of arms of one of the ancient ducal families of France—"Nobility Obligates." The nobility conferred upon us in Rotary, as the representatives of the business and professional ideals of our city, imposes upon us a great obligation and a serious responsibility. In proportion as we are ennobled by race or birth, by wealth or culture, by privilege or opportunity, we are obligated to elevate this community by elevating its business and professional standards—"Noblesse Oblige."

Lesson From Athlete

And, finally, service in the true Rotary spirit not only ennobles and enriches the individual but elevates him to the highest pinnacle of true success. While in the city of Mobile some time ago I visited Monroe Park one Saturday afternoon. Thousands had gathered there for amusement and recreation, and various games and athletic feats had been arranged for their entertainment. I saw what seemed to be a tower about sixty feet in height, with a spiral pathway winding around it from base to summit. On the ground near the base of the tower a trained athlete stood poised upon a wooden ball about two feet in diameter. By using the muscles of his feet he caused the ball to move rapidly around the base of the tower. I thought this wonderful; but to my astonishment, the wooden sphere—the man still standing upon it—began to mount upward along the spiral highway of the tower; slowly, but surely, the man ascended until at last he stood upon the summit, still poising himself upon the ball.

The lesson is obvious. Keep your little world of business under your feet, not upon your shoulders like Atlas of old; and as you lift your little world upwards along the spiral highway of life you will exalt yourself and achieve that freedom which alone makes life worth living. In proportion as you lift up this old world thru the spirit of unselfish service, in that proportion will you elevate yourself, until at last you will stand victorious upon the summit of life, a master of the world you serve.

Nobility obligates and the spirit of service liberates and elevates.

Increasing the Club's Membership

By CARLOS P. GRIFFIN

IN LOOKING over the classified telephone directory it appears that there are 700 distinct classifications in San Francisco. Now, we have 200 members, therefore, there are 500 other possible friends in different lines from any at present represented. Surely some of them have good service they would sell us at proper price, and they certainly could profit by membership in this club in a personal way, as well. The question is how shall we get double the members we now have?

Our policy has been to have the membership committee pass on the best names for a given classification and then offer the men so passed on a membership. Thus far it is easy enough, but from this point on the trouble comes. Tom, Dick or Harry goes to see the man and presents as best he individually can the advantages of membership and sometimes gets the man and sometimes does not. Often he fails because he tells the man he has been elected, or for some other trivial reason.

We must scientifically sell Rotary club membership to the best men in San Francisco business life.

Talk Should be Memorized

Now, a prepared selling plan that every man can follow should be effective here. No business today would send out its men without preparation for the specific object of the trip and the Rotary club should not do so. It will be my object, therefore, to outline the methods of approach and things to say to make certain of closing the membership. It would be folly to assume that better plans and methods cannot be used, but this will at least stir up others to elaborate or entirely re-vamp this scheme.

Do not approach the man at all unless you know him well enough to ask him to lunch. Do not state your ultimate object. Take the man to the lunch and have the application with you. At the lunch tell him his line is open. If he joins at the lunch your work is ended. If he does not join, see him again as soon as possible and tell him more about the club.

It is necessary to impress each member that this very plan and the outlined talk

must be exactly followed to make it a success. Memorize it; you will be the better for the exercise. Such an effort is one of the educational features of the club, referred to below, as improving your efficiency. Every single word and step has been carefully worked out and is important in the exact order given. When you have succeeded with the plan once you will have greater confidence in yourself as a salesman.

The Talk Outlined

Be sure to see the man in his private office, or in some other place where he can give you undivided attention. Then say to him:

Mr. Jones, I want to talk with you a moment about the Rotary club. It will interest you to know that the organization has grown from a single unit in Chicago in 1905, to more than 200 clubs in the United States and Great Britain at present, now having 22,000 members. The club is unique in having only one member in each line of business.

Read from roster:

Its objects are:

To promote the recognition of the worthiness of all legitimate occupations, and to dignify each member's occupation as affording him an opportunity to serve society.

To encourage high ethical standards in business and professions.

To increase the efficiency of each member by the exchange of ideas and business methods.

To promote the scientizing of acquaintance as an opportunity for service and an aid to success.

To quicken the interest of each member in the public welfare of his community and to co-operate with others in civic, social, commercial and industrial development.

To stimulate the desire of each member to be of service to his fellowmen and society in general.

Continue the talk:

The close friendship with and understanding of the point of view of other members of the club is brought about by

NOTE: Mr. Griffin, who is an attorney-at-law, specializing in patents, made this talk some time ago to the Rotary Club of San Francisco, of which he is a member. It is published here only as an interesting article. It has not been passed upon by the International Association nor are we informed as to whether or not it has been acted upon by the Rotary Club of San Francisco. The copy of the San Francisco Rotary Club's constitution and by-laws on file at International Headquarters indicates that membership in the club is individual and not of the firm.

the weekly meetings at luncheon, at which luncheons all of the members are given an opportunity to be heard as often as possible.

The result of this friendship is that 200 men in other lines know you and think of you in connection with your line of business; they are men you meet at the Rotary club every week. When a member has become acquainted with a man he invariably thinks of him in connection with his line of business and, if a friend, what is more natural than to send him some business, especially when he knows you give him the service.

Obligations Explained

There are no obligations on members of the Rotary club other than an obligation to appear at the meetings often enough to become acquainted with the club members and to let them become acquainted with you—the end being friendship and business.

The educational features of close acquaintance with such a number of the best business men of this city, 60 per cent of whom meet each other each week, is not measured in dollars but dollars do result from it. The fact that you have 200 men in all lines of business in this city suddenly become favorably inclined toward the business you operate is invaluable.

Great care is taken to make sure that none save worthy business men shall have such an opportunity, men who either manage or own a legitimate business in San Francisco, tried and trusted men; and I deem you such a man.

This policy brings the members into direct personal contact with the men who are buying and selling for their respective firms, the firm retaining the membership, and not the man. Another firm member may thus enter the club should the first member leave it.

You are seeking to increase the efficiency of your business, are you not, Mr. Jones?

Well, this organization assists you in doing just that very thing: First, your name and picture are printed in this roster which is given to every member. (*Here show the roster.*)

This gives you publicity at a minimum cost in over 200 large business houses, with the heads of which you have an opportunity of becoming intimately acquainted and which houses are favorably disposed toward your proposition.

Second, you have an opportunity to tell

these 200 possible customers personally what you are doing, showing them your goods, and I assure you if you can tell them entertainingly what you sell they will want you to say something about yourself and business at every opportunity. Did you ever have an opportunity of addressing 200 possible customers whenever you wished, Mr. Jones, such an opportunity as the luncheon you attended with me?

If you cannot do as well as you should at the present time when away from your business, you will be able to do so after having been a member of the club six months. This educational feature of the club luncheons is invaluable to any man who is the least bit backward in telling of his products and business when away from the office.

In order to become thus intimately acquainted the luncheon is held every Tuesday. It is a rule that every man is required to say something about himself and business and if the man is unable to do so his friends in a short time show him the way.

Memberships Highly Valued

Men, because of Rotary club affiliations and friendship, have been able to do business they otherwise would not have been able to do, to say nothing of the direct results that come from increasing their personal acquaintance. Remember you have no competition in your line in the club and no matter how limited it may be you will meet some one who can either give you some business or tell you where some business can be had for the asking.

The blue printer would not take \$5,000 for his membership; the accident insurance man has sold nearly every member; the inspecting engineer says: "My membership is not for sale at any price"; the patent attorney says: "I consider my Rotary club membership my most valuable asset;" the type setting machine man met a purchaser at his first luncheon.

Rotary is an opportunity.

The more brains, heart and service you invest, the more business you get.

The present members include 60 men who became members within a short time after the club started in 1908, such members as (*Name some of the firms.*)

Now, Jones, if you have any questions to ask I'll undertake to answer them.

Membership Problems of the Rotary Club

By WALTER F. SMITH

ROTARY is something that is to be lived. We cannot encourage co-operation among our members by merely calling them "Bill" and "Jack" for an hour each week. We cannot establish high ethical standards in business unless we carry the principles of Rotary into our every business transaction and so deal with our fellowmen as to acquire their confidence and by example teach them that to belong to a Rotary club means more than attending meetings and paying dues.

The addresses by our members at these weekly luncheons not only increase their efficiency but are a liberal education for us.

In a city the size of Trenton there would be something wrong with the membership of a club of this kind if it did not take an interest in public welfare altho in matters of that kind I think it should act slowly and be very sure of its position before adding its moral support or active effort.

The practice of not allowing conflicting memberships in a Rotary club has been demonstrated so conclusively by the older clubs to be the correct practice that it would be foolhardy for us not to profit by their experience. You can readily see how, by twisting our classification lists, practically every business and professional man of the City of Trenton could be made eligible to the Rotary club. So it behooves our membership committee to act also as a classification committee and follow the experience of the older clubs.

In this work we ask the support of every member and assure you that we have in mind only the interests of our organization. Differences are bound to arise, even where the most kindly feeling exists, and we want each one of you to feel perfectly free to take up with the membership committee at any time any questions that may be in your mind regarding applicants or their classification.

Before making application for a man for membership in this organization I would strongly recommend that you consider the qualifications of the man from all sides. He must be engaged in a business or profession which stands for something in this community and his firm should occupy relatively the same position in that business.

It is not necessary that he should have a large capital but it is absolutely essential that he be a man of honor and a man who always pays his bills promptly, also one who will take an interest in our organization and endeavor to further its objects.

For instance, a great manufacturer in any of our many industries might not be a good member were he to attend our luncheons but seldom and have no interest in the objects of the organization. Better that he be less prominent and more active in Rotary providing he be truly representative of his business.

To develop into a real Rotarian a member must be imbued with the idea of service. He must be naturally inclined to serve others in his home, in his business, in his social relations and the city in which he lives.

Each of us knows men who apparently meet all the qualifications for membership in a Rotary club but who are selfish. Rotary has no place for the man who is continually thinking of himself and his interests and unless you are reasonably sure that the club can educate such a man in its tenets after his election, it would be better to fill the classification with a member having qualifications in keeping with the principles of our organization.

No man should be approached in the matter of membership until his name has been presented to and favorably acted upon by the club; this will save personal embarrassment should a man's name not be passed.

It may not be amiss at this time to say to you that in my judgment the Trenton Rotary Club should not consider a membership of more than 100. Should the organization become too large, I feel that it will detract from what we wish to accomplish, just as a lot of other organizations we are conversant with have become so large that they are unwieldy and too often the action of a few is construed to be the action of the whole.

If the Trenton Rotary Club can obtain 100 big, broad, liberal-minded, active business and professional men who are willing to give service to whom service is due then our organization will be one that will reflect honor upon the City of Trenton and will be a credit to itself.

Protect Our Good Name

STRIPPED to the waist, his huge torso streaming with sweat, a workman swings the heavy iron core to an iron table, and wrenches off a tire which has just come steaming from the heater.

His eye falls on the legend over his head, and he smiles.

Our good name is also his good name.

The two are intertwined.

He will protect the one, while he subserves the other.

His thoughts are—as they should be—chiefly of himself, of his little home, and of his family.

Their good name, his good name, our good name—his good work will stand guard over them all.

* * *

Two thousand miles away—in Seattle, we will say—the same thought, in the same simple words.

An irritating moment has arrived—the temptation to speak sharply to a customer, to fling a slur at unworthy competition.

The salesman, or the manager, or whosoever it may be, looks up, and the quiet admonition meets his eye:

Protect our good name.

In a twinkling it smooths the wrinkles out of his point of view.

He is himself again—a man with a responsibility which he could not escape if he would; and would not, if he could.

* * *

Back two thousand miles

again to the factories—this time to the experimental room.

An alluring chance to save—to make more profit by skimping, by substitution. No one will ever know. But—the silent monitor repeats its impressive admonition:

Protect our good name.

What chance to compromise with conscience in the presence of that vigilant guardian?

* * *

Thousands of men striving to keep a name clean.

And keeping their own names clean in the process.

* * *

We Americans, it is said, make a god out of business.

Let the slur stand.

Whether it be true or not—it is true that business is our very life.

Shall it be a reproach to us that we try to make business as good as business can be made?

* * *

Think of this business, please, in the light of its great animating thought:

Protect our good name.

We are thinking of you, always, when we say it—you American millions, and you other millions in the old world.

We think of you judging us, judging us—by what we are, by what we do, by what we make.

We think of tens of thousands of homes in which our name can be made to

stand for that which is worthy and worth while.

We must not lose your good will—we must not tarnish our good name.

* * *

You can call that anything you like.

You can call it business, or sentiment, or idealism, or nonsense.

It may be all of these.

It may even be that which our national critics call making a god of business.

But at least it gives to us a motive that is bigger and broader and deeper than money.

It makes thousands of men happier in their work and more faithful to it.

It has made of this business a democracy of united thought—a democracy of common endeavor—a democracy of purpose and principle.

* * *

And here is the oddest thing of all:

The more we live up to this "impractical" ideal, the greater the business grows.

The more we labor for the future, the more we profit in the present.

The more we strive for character, the greater the reward in money.

The more we put into our product, the more we take out in sales.

Perhaps, after all, there is more than one sense in which it is good to make a god out of business.

We think so.

And we think you think so.

The above is not an essay on altruism in business. It is a reproduction of a page advertisement in *The Saturday Evening Post* signed by F. A. Seiberling, President of The Goodyear Tire & Rubber Co. We reproduce it because it is significant evidence that the substance of Rotary principals is permeating the business world. The fact that a great industrial concern has the vision to put ethical theories into practical use and the moral courage to proclaim publicly its position must be cause for rejoicing to Rotarians who hope that all business will reach the standards which they are striving to attain and which are expressed in the Rotary Code of Ethics.

British Rotary Roll of Honour

Compiled by THOS. STEPHENSON, Honorary Secretary B. A. of R. C. and revised to 30th September, 1915

Rotary stands for SERVICE, and the highest form of Service is service to one's country. The following is a list of British Rotarians who are now serving in His Majesty's Forces; it is only right to add, however, that practically every Rotarian in the British Isles is rendering patriotic service of some kind or other at the present time. Most Rotarians are men in responsible positions, who cannot give up their whole time to military or naval work, and these are working in other directions for the benefit of their country.

(Key to signs: *Recommended for D.C.M.; †Wounded; ††Killed in action; **Died in Hospital; ***Missing)

Name.	Rank.	Regiment.	Club.
Adams, G. E.,	S. Q.-M. Sergt.,	Queen's Own Imperial Yeomanry,	Glasgow.
Allen, R. L.,	Private,	5th King's Liverpool Regiment,	Liverpool.
Baird, A. H.,	Major,	5th King's Liverpool Regiment,	Liverpool.
Bale, S.,	Corporal,	Royal Engineers,	Liverpool.
Barney, W. E.,	Lieutenant,	Royal Field Artillery,	London.
Barry, R. C.,	Captain,	17th Royal Scots,	Edinburgh.
Bayne, C. M.,	Captain,	Royal Artillery,	Glasgow.
Bedington, W. P.,	Lieutenant,	Royal Field Artillery,	Birmingham.
†Blackwood, J. L.,	Captain,	Royal Field Artillery,	Edinburgh.
Cass, H.,	Captain,	10th Royal Scots,	Edinburgh.
Chalmers, J. L.,	Private,	Royal Scots Greys (2nd Drag.),	Edinburgh.
Chandler, R.,	Private,	7th Lancashire Fusiliers,	Manchester.
Cruickshank, J.,	Captain,	5th Royal High, (Black Watch),	Edinburgh.
Douglas, R. E.,	Captain,	6th Royal Scots,	Edinburgh.
Douglas, W. A.,	Captain,	6th Royal Scots,	Edinburgh.
Downing, W. M.,	Lieutenant,	9th Royal Irish Rifles,	Belfast.
Etchells, T.,	Lieutenant,	17th Manchester Regiment,	Manchester.
Fairley, D. A.,	Lieutenant,	Army Service Corps,	Edinburgh.
Farquharson, D.,	Captain,	7th Royal Fusiliers,	Birmingham.
Gibb, A. A.,	Lance-Corporal,	Army Service Corps,	Glasgow.
Glover, G.,	Lieutenant,	5th West Riding Regiment,	Birmingham.
Graham, J.,	Sergeant,	Queen's Own Imperial Yeomanry,	Glasgow.
Heilbron, E. J.,	Major,	West African Regiment,	Glasgow.
††Henderson, J. N.,	Major,	4th Royal Scots,	Edinburgh.
Hendry, S. G.,	Private,	9th Royal Scots,	Edinburgh.
Hoskins, J. S.,	Lieutenant,	8th Warwickshire Regiment,	Birmingham.
Ison, F. H.,	Captain,	7th Manchester Regiment,	Manchester.
Jennens, K.,	Captain,	5th Royal Warwickshire,	Birmingham.
Johnston, Dr. R. J.,	Captain,	Royal Army Medical Corps,	Edinburgh.
Jones, A. W. D.,	Captain,	Army Service Corps,	London.
Kirkwood, J. A.,	Commander,	Royal Naval Volunteer Reserve,	Glasgow.
Laird, J. W.,	Captain,	6th Argyll and Suth. High.,	Glasgow.
**Lindsay, J. H.,	Captain,	Forth Royal Garrison Artillery,	Edinburgh.
*Lowe, D. M.,	Sergeant,	4th Royal Scots,	Edinburgh.
M'Dowell, C. T. J.,	Lieutenant,	Royal Field Artillery,	Birmingham.
M'Eachen, F.,	Lieutenant,	Public School Corps,	Birmingham.
Macniven, W. D.,	Lieutenant,	Forth Garrison Artillery,	Edinburgh.
Mason, A. B.,	Private,	Royal Engineers,	Birmingham.
Mellor, J. L.,	Captain,	6th Royal Warwickshire,	Birmingham.
Millar, R. G.,	Asst. Paymaster,	Royal Naval Reserve,	Glasgow.
O'Connor, H.,	Colonel,	Royal Garrison Artillery,	Edinburgh.
Ogg, R. Allen.,	Lieutenant,	6th Highland Light Infantry,	Glasgow.
Pank, C. H.,	Lieut.-Col.,	7th Middlesex,	London.
Patterson, R.,	Dresser,	Royal Army Medical Corps,	Belfast.
Playfair, C.,	Major,	1st Birmingham City Battalion,	Birmingham.
Pringle, R.,	Private,	9th Royal Scots,	Edinburgh.
Quack, H.H. K.,	Major,	Queen's Own Imperial Yeomanry,	Glasgow.
Ramsdale, J. E.,	Lieutenant,	10th Manchester Regiment,	Manchester.
Ritchie, G.,	Lieutenant,	6th Highland Light Infantry,	Glasgow.
Ritchie, J.,	Trooper,	Queen's Own Imperial Yeomanry,	Glasgow.
Robinson, E. S.,	Lieutenant,	Army Service Corps,	Dublin.
Schonfield, G. H.,	Trooper,	Queen's Own Imperial Yeomanry,	Glasgow.
Simpson, G. S.,	Major,	Royal Field Artillery,	Glasgow.
Simpson, M. M.,	Lieutenant,	7th Highland Light Infantry,	Glasgow.
Smith, R.,	Major,	10th Seaforth Highlanders,	Edinburgh.
Streat, E. R.,	Lieutenant,	Inns of Court O. T. C.,	Manchester.
Symington, T.,	Colonel,	Royal Engineers,	Glasgow.
††Taylor, C.,	Private,	7th Manchester Battalion,	Manchester.
Taylor, J. W. R.,	Private,	9th Highland Light Infantry,	Birmingham.
††Turnbull, W. E.,	Lieutenant,	5th Royal Scots,	Edinburgh.
Uprichard, H. A.,	Captain,	Army Service Corps,	Belfast.
Wakefield, T. D.,	Lieutenant,	12th London Rifles,	London.
Watson, T. S.,	Lieutenant,	6th Royal Warwickshire,	Birmingham.
Whitson, R. A.,	Lieutenant,	Royal Field Artillery,	Glasgow.
Williams, E. G.,	Captain,	5th Worcestershire Regiment.,	London.
Young, A.,	Colonel,	4th Royal Scots,	Edinburgh.
***Young, A., Jun.,	Lieutenant,	4th Royal Scots,	Edinburgh.

Code Praised by Manchester Editor

From the Manchester, England, Rotary Life, September, 1915

IN THIS issue we have taken the liberty to reprint from THE ROTARIAN the Code of Ethics adopted at the International Convention of Rotary clubs, particularly for the benefit of those of our members who are not subscribers to that magazine. We have not the slightest hesitation in saying that the Code will not only repay their earnest perusal, but ought to be read, re-read and digested by every member of the club.

The Code is the direct result of the labours of a special International Committee appointed to promulgate a basis upon which the future work of Rotary could be founded. That the Committee approached its labours with a singleness of purpose and with the broadest of outlooks is apparent from the result of their deliberations. It is a monumental work that does the utmost credit to each individual member of the Committee and to the latter in its collective capacity. To concentrate Rotary thought into a few brief and telling paragraphs, self-evident to all thinking men in their simple and all-

embracing character, is work of which any body of men may be proud.

We venture to say that no such Code has ever been adopted by an association of business men before. It marks the commencement of a new epoch in business life. It is redolent of a toleration hitherto unsuspected as being possessed by business men, whose sole object has hitherto been looked upon as a more or less diligent search after profits as the be-all and end-all of their existence, to the exclusion of those better and more lasting aspects of life, which make a sojourn on this planet really worth while.

The Code is essentially altruistic. It expresses in the highest form the growing use amongst Rotarians of the caption, "Service—not Self". It is one to which any Rotarian may be proud to subscribe, and will be a real helpmate in the business of getting new members into the organisation. We take off our editorial hat to the members of the Code Committee. They have done us proud.

A British View of the Rotary Convention

From The Glasgow Rotary Club Gazette

THE Sixth Annual Convention of the International Association of Rotary Clubs was opened at San Francisco on 19th July with great enthusiasm and a splendid attendance, estimated at about 2,000 delegates from all parts of the U. S. A. and Canada. Unfortunately, owing to the war, no delegates from British clubs were able to attend.

As many important proposals, including the revision of the I. A. R. C. Constitution, were up for discussion, which, if adopted, would seriously affect the position of the British clubs, it was suggested by Mr. Alexander, President of the B. A. R. C., that the British clubs should ask for a special emergency resolution to empower Mr. Mulholland, International President, to represent us and to vote on our behalf at this convention.

The directors of the Glasgow Club felt strongly that owing to the absence of any delegate to voice the opinion of the British clubs, all business affecting the position of these clubs should be held in abeyance until the next convention, when we hope to be adequately represented, and were averse to adopting a course which would imply our participation in any decisions that might be come to; but having been assured by the secretary of the

B. A. R. C. that nothing would be done to prejudice the position of the British Rotary clubs in any way, especially in the absence of a delegate, and that Mr. Mulholland had stated more than once that the convention would do nothing without the approval of the B. A. R. C., which is regarded as the properly representative body on this side, they decided to fall into line with the other clubs in this country, who had already homologated Mr. Alexander's proposal, subject to the proviso that, in view of the circumstances, all matters affecting the interests of British clubs should be held in abeyance, and that if this course were not adopted we, as a club, would not feel bound by any such decisions that might be adopted by the convention.

Full details of the business done have not yet come to hand.

It therefore remains to be seen what effect this amended constitution will have upon the position of our and other British clubs.

It is pleasant to record that a grant of one hundred pounds was unanimously voted for extension propaganda in Great Britain, and it is hoped that with this stimulus to its activities the B. A. R. C. will soon be able to announce further accessions to the ranks of Rotary on this side.

Creating Atmosphere Catalogs

By ROBERT R. UPDEGRAFF



THERE are two distinct kinds of atmosphere in all advertising. They are independent of each other, but they also strengthen each other when successfully combined. Both are important.

The first we call "artistic atmosphere." It is a matter of type, rules, margins, white space, fine papers and hand lettering. It is the atmosphere of art, and it bears a message to the intellect. Many manufacturers of automobiles, pianos, silverware and jewelry use "artistic atmosphere" to convey their message of exclusiveness, quality and refinement. To a certain extent it is necessary to good advertising.

But as a mail order advertiser I am concerned more vitally with another kind of atmosphere—the atmosphere of sincerity, an expression of the *soul* of a business, which bears a message to the heart rather than to the intellect.

To make my idea clearer, let me tell you about a certain Y. M. C. A., located in one of the largest cities in America. This Y. M. C. A. was built at an expense of hundreds of thousands of dollars. It is a wonderful building. Its entrance is imposing. Its parlors are rich. Its stairways are of marble. Its walls are hung with beautiful pictures. And yet socially it is a "frost." In spite of the hardest kind of work on the part of the secretaries, social life is difficult to foster. This fact was noted very soon after the building was opened. The officers set themselves to the task of finding out why. They looked around at the handsome office, the elegant parlors, the marble stairways, the luxurious leather furniture, the rich rugs. And they said, "What is the matter?"

A Building Without Heart

And this is what they finally discovered: There was no *heart* to their building. There was no one spot in their whole big reception floor to which men *naturally gravitated*—no spot that drew men for chats and stories. What that Y. M. C. A. needed was a big fireplace or a lounging corner or something

to which a man's mind would naturally turn on a lonesome evening. It had plenty of artistic atmosphere, but no *soul*—nothing for a man to catch hold of and say, "I like the atmosphere of this place. It is homey. I feel that I belong here."

When I first heard of that Y. M. C. A. it came to me like a beam of light. This is the trouble with so many businesses, especially those which must depend upon the catalog as a salesman. They lack a soul, or, having one, they fail to get it across to those whose business they are soliciting. These businesses need fireplaces where friendly little chats may be held, and where the heart behind the business may be revealed.

Business Revealing Itself

It is hard for a business to reveal itself and not lose in the revelation. The truth of that statement is not realized until one tries it. Businesses are like men, for they are merely the enlarged shadows of men. Men cannot reveal themselves *directly*. It would seem egotistical and insincere. It is largely in his attitude toward *life, people and things* that a man reveals his true nature. Have you never revised your first judgment of a man when you saw him stoop and pat a dog on the head or chuck a baby under the chin, or pick a flower? It was his attitude toward something else which revealed the true man to you. It is just so of businesses. It is not so much what they say of themselves that impresses us; it is their attitude toward their customers, their employes, their place in the world, their merchandise and manufactures.

Right here comes the difference between true atmosphere and the usual spirit, or lack of spirit, to be found in much mail order literature. One tells you bluntly, almost starkly, of itself; the other opens its heart and allows you to observe and learn for yourself. It is the difference between an illustration and a picture. An illustration tells its whole story at a glance, just as many catalogs tell their whole story in the half-tones and type of which they are built. A picture is something more subtle. It unfolds itself more gradually. There is a story behind it. In it and around it

hovers a spirit—an atmosphere which gives it an identity.

I have been asked to tell about what we have done at Daniel Low's*. By "we" I mean Mr. Low, our customers, our employees, and even myself, a little. We have created an atmosphere in our literature. Our catalogs are more like pictures than illustrations, because there is a subtle personality to them.

Intimate—Not Impertinent

What success we have had in creating an atmosphere has been due largely to a more or less unconscious realization that business souls must be revealed just like the souls of men—indirectly, by showing their attitude toward things and people.

We started out to make our catalog intimate without being impertinent. We wanted people to feel the spirit behind our business. It takes more than type, half-tones, paper, ink and art work to give a catalog a soul. It takes, first, last and all the time the same quality that we recognize in men as being necessary—the quality of *sincerity*.

But even tho a business be cradled in sincerity, there yet remains the task of getting that sincerity across the gap of mechanical reproduction, and of the mail service, to the customer or prospective customer. It is at this point that so many mail order catalogs fall short. They may have the sincerity, the *soul*, but many of them have found no other way to express it than by telling how sincere they are, which in itself, unless carefully done, sounds like egotism and even insincerity.

This fact we were confronted with in putting a soul into the Daniel Low catalogs. We wanted to create such an atmosphere that the person who picked up one of our catalogs would immediately feel the sincerity of the house behind it, and would halfway expect to meet Mr. Low when the next page was turned.

I cannot go deeply into the reason-whys and the evolution of our ideas, but I think, if I call attention to a few touches in our literature you will quickly grasp the thought. We do not claim to have mastered the art. We are only beginning. Other houses are working along the same line. Probably the most notable example is the series of

advertisements recently run by Montgomery Ward & Co., of Chicago.

In our case we decided that it would be a good thing to tell our customers the story of our business since its beginning. We felt that if they were acquainted with our past they would have more confidence in our present and our future. So we devoted a whole page in our Year Book, a space valued at hundreds of dollars, to telling the story of Daniel Low, of his beginning in a little shop in Salem, of his position in the community, of his attitude toward his neighbors and theirs toward him. It is a story of sincerity and neighborliness, with little waving of banners. But it put a touch in the catalog which made the newest reader feel like an old friend of the family.

Soon after, this came to us, that we ought to tell our customers what we were striving to do. We looked back at what we had been striving for during all the years we had been in business, and then we looked ahead. We gathered up all of these strivings and ideals into two brief paragraphs and called it "Our Aim."

Our Aim

"To conduct our business honestly and efficiently and with such sincerity that our house will be known thruout the world as one of high integrity, where one may send with perfect confidence for articles for himself and gifts for his friends, knowing that he will be served with painstaking care and that he will receive full worth for every dollar.

"Furthermore, to maintain the highest standard in the selection of merchandise, since each article must be worthy to perform the high office of a gift. Always to remember that it is part of our business duty to keep a constant watch over even the smallest details of checking, packing and mailing, in order that the gift shall come to its recipient as a complete and perfect symbol of the good will and generous impulse that sent it."

Notice that it is an *aim*, and not a claim of accomplishment. It is our *attitude* toward our work in the world.

Last year we issued a booklet of "One Hundred Birthday Gifts." We wanted in that book to show how we felt about birthdays, so we wrote a little introduction which follows:

The Birthday Gift

"Back of all birthdays is the wonderful fact of birth, Nature's most holy manifestation. By the same token, back of all gifts is the beautiful spirit of giving, the noblest impulse of the heart of man.

"It is fitting, therefore, that when we employ the art of giving to commemorate an anniversary

of the birth of one of our friends or dear ones, that we select as the token of our friendship or love some gift that will really carry with it the spirit of giving and be a complete and lasting symbol of the generous impulse which prompts its sending.

"Let us then select our gifts with this in view. Let us raise the standard of gifts and maintain the dignity of giving. Let us give gifts that must be *lived up to*, gifts that our friends and loved ones can keep as permanent reminders of our love and which they will take pride in saying in the coming months and years, 'This was given to me on my birthday.'"

This little introduction is really a lay sermon, simple, dignified, sincere. It illustrates what I mean by revealing our soul thru our attitude toward some outside thing. In this case it was birthdays. Yet how better could a business house convey an idea of its own ideals and sincerity in 177 words?

Then, one day it came to us that ours was largely a house of gifts, and we had a desire to let people know how we felt about giving, even before they opened our catalog. We wanted a picture which should symbolize the spirit of giving. It must be a sincere picture. It must be Colonial, and *truly* so. It must be a Salem picture. So we went to a Salem artist, whose reputation for Colonial pictures is national, and we told him we wanted a picture that should tell what we thought of giving. The result of months of work is a picture which hangs in

our retail store in Salem, and which we have had reproduced in rich brown shades on our Year Book cover. It represents our attitude toward giving. It is what we would say if we could talk about ourselves, but, being a picture, it tells it more subtly and with greater force. It lends atmosphere to the whole Year Book.

And this brings me back to the other kind of atmosphere—artistic atmosphere. This picture, "The Gift," is a rare combination of artistic atmosphere and the atmosphere of sincerity. It is dignified and rich enough for the cover of a jewelry catalog, appealing to a very high class of people, because it is a picture and not an illustration. And it helps the artistic atmosphere of the book and of our business because it is good art to begin with and it is executed unusually well.

In all of our work we seek first for the atmosphere of sincerity which speaks to the heart, and then for the atmosphere of the intellect. We have only begun to appreciate the possibilities of this *indirect* method of creating heart atmosphere, but we are going to grope on, for we believe it will operate on hidden springs of human nature that will bring many people to us as friends and customers.

It will be effective just so long as we ourselves are sincere, *and not one day longer.*

"The Business it Brings is a Very Minor Consideration"

The following is a reproduction of a letter which ran on the front page of the Houston Rotary Bulletin as the result of Sam Thompson having secured the "boost week" Privilege:

The Pantitorium Co.
Dry Cleaning and Steam Dye Works
Houston, Texas.

It seems that I drew the letter privilege for this week, and I do not feel inclined to use it as a boost for business.

I have never regarded our Rotary Club as a boost club; the business it brings is a very minor consideration.

I cannot think of anything to say in this letter than to express my appreciation of Rotary.

Rotary to me has proven the one thing I need to give me a larger and better vision of life, especially business life; it has broadened my entire life; has given me a kindlier feeling toward all mankind.

I have found more real friends during my affiliation with this club than I had in all the balance of my life. I *KNOW* that I have made many friends in this club, real friends, friends as measured by the boy's definition as being "a fellow what knows you and likes you just the same."

Yours Rotarily,

S. A. THOMPSON,
President.

Social Responsibility of the Business Man

By JOHN A. W. HAAS, D. D., LL. D.

OUR age is calling upon us to adjust ourselves to a larger idea of our responsibility. The old point of view in which we felt ourselves bound and obligated merely to certain individuals is passing away. Whether it is a welcome fact to us or not nevertheless the fact remains that the newer attitude emphasizes our responsibility to society. We cannot circumscribe the extent of our intentions and acts. It is becoming clear to us that in some way we are all touching human society and that, consequently, we owe society duties that ought to be fulfilled and obligations that ought to be met.

Of all men who share and must share this new idea of social responsibility the business man is by no means the least. The history of the development of his occupation indicates that he very largely owes his existence and his progress to the interrelations of society. It is an utter mistake to believe that business is simply one individual offering his wares or carrying on his trade with other individuals.

Each Transaction a Social Act

Every transaction is more than an individual act; it is a social act. Trading presupposes a common market. The preconditions of society affect it. Prices are not mere arbitrary demands but are controlled by the general conditions of business. There is no transaction which in turn does not react upon business.

If for a minute we soberly sit down and realize how we are bound up in business with the whole movement of society, with its prosperity, with its political theories, with its moral soundness or its moral decay, we can see that business is truly



Rotarian J. A. W. Haas

inseparable from social conditions, social theories, and social ideals. The business man needs a sound society and, therefore, owes a great social debt.

If we look at the agriculturist we note that he is far less dependent upon others than is the business man. It is true that at the start the land was held in common by the tribe but very soon there arose in the agricultural stage of human life great forces which made for individual ownership and individual property. Only for the sake of protection were individuals at certain times driven into a combination. It

is true that at certain times the peasant was opprest and became a servant of great estates or the man bound to the soil owned by great lords. But again and again he won his freedom, and his freedom brought him great individual rights.

Particularly prior to the rise of our modern industrial development the agriculturist could live his own life and almost become a king in his independence. From the soil he won the products that kept him alive; thru animal husbandry other of his wants were supplied; he used and made his own homespun. Virtually all that he needed was the product of his own industry and of the industry of his wife and family. Others might need his products but he did not need the products of others to a very large degree. Of course this era of independence has passed. Nevertheless, it remains a fact that the development of the agriculturist is possible on an individual basis of life. It is only the new industrial conditions which have changed the place and narrowed down the scope of the farmer.

Business Not Purely Individual

But from the beginning the man of business was in an entirely different position.

He needed to obtain his goods and he needed to sell his goods. If he was himself a manufacturer and not a mere trader his product needed the market. Even in the simple oriental conditions, which in part still portray remnants of earlier stages, the trader must travel in groups and must sell in groups. Apparently he is entirely free when he fixes his price in the general bazaar and apparently you are entirely free when you haggle with him. Your individual transaction is conditioned by the supply of his goods and by the common demand.

Even where business seems most individual it is still common. The type of business as we find it about us is far removed from the simpler stage of the Orient. It is constantly and daily subject to the rise and the fall of great forces in human society. These forces are not within the control of the individual. Markets may be artificially made but they will also artificially fail. It is an accepted principle that unsound business, like unsound finance, cannot last.

If it be a fact that the business man is a

whom you make profit, but as one whom you serve with your commodity; and in serving him you are serving the public.

Another social responsibility, which naturally follows from the idea that business is social service, is the proper adjustment of prices. There is still too much of a conception abroad that prices are at the control of individual will. The legitimate price is to be considered not only an economic but a moral problem. While there must be due reward for the amount of physical labor and of mental work expended, either by those who make or those who sell goods, the rating of the expenditure ought not to be subject to the over-estimation which the greed for profit may dictate. The rate of prices is a question of common justice to the whole public. Any business man who overcharges is not only doing a wrong to an individual, but he is also sinning against society, without which he cannot exist. The problem of prices must be made a moral problem in the interests of the service of society.

It is again a question of social responsibil-

The business man owes it as a debt of gratitude to society, to favor the highest ideals. Among these ideals the first to be realized is that everything done is finally a public service. Every individual business act is with the public.

factor in the great life of society he owes it to his self-existence to make society better. But more than that he owes it as a debt of gratitude to society, in which and thru which he lives, to favor the highest ideals. Among these ideals the first to be realized is that everything done is finally a public service. It is not merely as a great business and in its management, as seen in railways, telegraph companies, telephone companies, street cars, and other like corporations, that all transactions are of a public nature. Every individual business act is with the public. The individual customer is a representative of the public.

The efficiency and moral responsibility of service to the public is met when the business man seeks the fullest accommodation of his customers. To suit the convenience of the buyer and to regard everything done to him in the light of a moral duty and service to the community is of the highest importance. The new ideal of social responsibility in every business purpose and deed must first become apparent in thinking of your customer and not as one from

ity to maintain the highest ideals of honesty in business. It ought not to be necessary among business men to compel by law proper weight, honest measure and honest goods. The misbranding of goods, the impurity of articles and the misrepresentation of commodities are wrongs against the total public. The public must trade on trust. Every purchaser naturally trusts in the representation of the seller. To disturb this relation is to destroy business. But wherever an individual does destroy the relation thru dishonesty, he is not merely deceiving an individual. His act is a hindrance in the total conduct of human society. He is undermining subtly the foundation of confidence and assailing the basis of credit in human society.

If we begin to realize that honesty is not merely an individual virtue but a social necessity, we shall strive for it all the more. We shall seek to be honest not for the sake of our own reputations, not because it builds up sound business, but because it is our duty and a part of our service for human society.

The Philosophical Newspaper Man

Only in Rotary Does He Get a Chance to Write About Himself

By OMER K. BENEDICT

THE Newspaper Man does more for less pay than any other salary earner. He makes more sacrifice hits and fewer runs than any other son of toil. He has to play in the game every day.

He must have at the tip of his tongue the exact place where the Gila river rises and be able to tell how cold it was at Medicine Hat at 4 o'clock a. m. every day for the last forty years. He must be able to answer correctly over the phone how many bushels of all sorts of grain were raised in the United Kingdom for every year during the last century, and tell exactly the popular vote of every presidential candidate since Jefferson.

He must know at what hour Caesar crossed the Rubicon and all inside information about Napoleon's treatment at St. Helena. He must know precisely who Darwin had in mind when he wrote the *Origin of Species*, and to quote verbatim the supprest utterances of Ingersoll on his death-bed. He must write better than Shakespeare; preach better than Beecher; travel farther up the River of Doubt than Roosevelt and bray louder than Bryan.

He must be as strong as the rock of Gibraltar on the side of right and as weak as papier-mache in saving sorrow. He must be able to shed bucketfuls of tears at the tale of injured innocence and to have a heart as calloused as Bluebeard while viewing the mangled remains of a man in a morgue.

News Is His Game

News is his game all the time. He gets into the game and then the game gets into him—gets him. He works at it, in it, around it; he eats it, sleeps it, loves it, lives it. It holds him vice-like in a vortex of fascination.

Any other line of endeavor affords opportunity to lay away something for the evening of life, but not so in the news end of the newspaper game. The other fellow saves his money and lays it away;

the newsgatherer burns up his energy. Where the other fellow is accumulating always the newspaper man is losing out. The longer he works, the shorter his assets—the more he uses up of his system. The other fellow lends his money and gets it back with interest, the reporter lends his energy and pays a heavy toll of flesh and nerve for the privilege.

For the Love of It

Every time the newspaper man handles his goods—nerve, brain, energy, "pep"—he takes away from what he should have in old age. With every day's work the other fellow is improving; with every day's work of the newspaper man he is deteriorating. He is satisfied that it might have been better to be a "has-been" than a "never-was-at-all."

And he does it for the love of the game—for love of profession and for fifteen or twenty dollars a week.

What is there to a human but brains—the mind. What man would not rather ten thousand fold die than lose his mind?

And yet brains, such brains as are essential to the cheapest reporter on a paper is the cheapest commodity on the market in the United States.

Like the watchdog of the night, the reporter bends his tired bones and strains his weakened eyes as the telegraph ticks off the world's news. He picks a little thing from England, a smaller item from Brazil, a police story here and a train wreck there—compiles, compounds, composes—the long shift thru, that you who sleep by night may read by day. He watches over you as you slumber, and protects your good name from the tongue of scandal. He looks after your business interests as the city sleeps.

He builds, builds, builds his castle in the darkness to see it destroyed in the light. Any other business opens in the morning, does its daily routine, closes at night, and it is there the next morning.

Not so with the newspaper. All that the newspaper man has done one day, must be done the next day better than before.

Fires may come and floods may go, a strike may take place or a cyclone may wipe out a plant, a newspaper office may be blown to atoms or sickness or quarantine may deprive it of its whole force, but the paper must come out on time. There is no excuse from the public. It is demanded, and the reporter, the real man, not only behind but in front of the guns, has it to do, and he does it—motor-minded like, and thinks of himself afterward.

And does it all pay?

His story over which he has sweat barrels of red blood may with contempt be thrown into the wastebasket by a cruel managing editor; it may be printed and get as far as the pantry shelf or the birdcage, or snugly repose around a loaf of bread or a pair of old shoes, for a little while, but eventually it reaches the wastebasket.

The newspaper man's whole life is devoted to manufacturing, out of brain force, food for an ever-waiting, always begging wastebasket. If in his ten, twenty, thirty, forty or fifty years of devotion to the game, he produces one little story that lives beyond the rising and setting of the sun, he is indeed a fortunate man.

The other fellow looks ahead with a bursting old-age larder.

The newspaper man looks forward to a "burned out" spark plug—nerves wrecked, energy gone, ambition destroyed, heart-strings torn—to his own earthen wastebasket that he made himself.

On earth he is damned if he does, and damned if he doesn't.

He spends his life idealizing realities and dies without ever realizing his ideal.

Yet he has more power and uses it less than any other man on earth.

At his desk in the night he is an uncrowned king. With the misplacing of a word, a syllable, even a comma, he could make or unmake any man in this room, yet the reporter is looked upon usually as a lackey-boy, a rainbow chaser—a public doormat.

And does it pay?

When his last hour shall come, and when the grass that served as a carpet for his feet in life becomes a blanket for his head in death, he asks of the world no more elaborate epitaph than this:

*"He wrote and died in dire distress
That you might read in happiness."*

Dave Aronson, Involuntary Past Rotarian

Dave L. Aronson, one of the charter members of the Oakland Rotary Club, and one of its first directors, secretary from September, 1911 to June, 1913, vice-president in the following year and president in 1914-1915, delegate to the International Convention at Houston and again at San Francisco, has become an involuntary past Rotarian.

This became necessary when he went out of business in the City of Oakland.

The Oakland Club had a special meeting in his honor at which many evidences were given of their appreciation of his splendid service. He was presented with a handsome badge of gold, consisting of a segment of the Rotary Wheel with the spokes and enameled with the words "Oakland Rotary Club." Suspended from the upper piece by fine gold chains was a circular disk of gold with his name on the bar across the center and immediately below his name the inscription "President 1914" and just below the inscription "Honorary Member."

At that meeting he was made an honorary member of the Oakland Club, the Oakland Rotarians refusing to permit him to sever all connections with the club and insisting that he was still as good a Rotarian as ever.



Messages from President Albert



The Spirit of Rotary

Extracts from addresses on Southwest U. S. Tour

GOD has made man the recipient of a new message, a message of a richer living to come. We now are standing on the threshold of one of the greatest eras of our history, a renaissance of commerce, of industry, of scholarship and of all things that go to make up life.

We find three prominent qualities in Americans—they are honorable, sane and religious. And the renaissance which now is opening its doors to us would be a miserable failure if it did not include a revival of religious conceptions in you and me. The very root of Rotary is founded on religion.

And Rotary is destined to take a big part in the new renaissance and Rotarians will be forced into the roles of leaders on account of their fitness for the places. There is among us Americans so keen a zest for making ourselves better able to lead, to lift ourselves up, that today Rotary is the custodian of the highest ideals of American life.

One of the important principles of Rotary is to train every member into a larger capability for service within the range of business, and such training necessarily will fit Rotarians for the highest positions in the new era.

While Rotary is not a commercial organization and does not compete with other commercial organizations, still there is something radically wrong with Rotary if it is not engaged every day in fitting its members to be better workers in chambers of commerce and commercial associations.

Another field of Rotary work is the development of physical fitness for action.

Rotary would die if it did not express its impulses in deeds.

Of all inventions, aside from the alphabet and the printing press, the greatest are those which have shortened distance. The world has been shortened in your generation until it is so small you can almost hold it in your hand.

Then is it strange that we should come to the new discovery that God has made us all brothers? Rotary is an effort on the part of plain, practical men to spell out in terms of service the universality of the children of God and the brotherhood of man.

Not all the battles have been fought with the sword and shield, not all rebellions have been struggled out on the field of battle, not all achievements reached by the nobility. Men have come to realize that sound bodies and minds are of less importance than sound spirits.

There is another phase of the Rotary spirit. We all know that when we of one business or profession gather together by ourselves we talk shop. That has a narrowing or restricting influence. But when Rotarians gather there are many men of many activities and the intercourse is broader. We learn something of the other fellow's business and he learns something of ours.

Under the spell of Rotary men find themselves broadening into a new breath of interest and usefulness.

Rotary possesses the power of lifting men out of themselves, out of the narrow confines some turn of their personality

has bound them to, into a new sphere where they give of the best that is in them.

The development of a new idealism in American life, reflected in business, in an awakening to civic responsibility, in a new understanding of the value of beauty in life, has produced Rotary.

You are privileged for the time being to be in an unusual degree the custodian of a new richness in the life of the people. What will you do with it? Just so long as you are true to the stewardship of oppor-

tunity and privilege represented in Rotary, just so long will the usefulness of Rotary continue to expand.

The future of Rotary, of the fellowship it represents, of the larger capability to serve which it includes, of the consciousness of contributing richness into the lives of others, which is another term for Rotary—all these things depend upon your fidelity to the appeal of the best self you have.

Wm. D. Albur

October, 1915, Cash Statements

International Association of Rotary Clubs

GENERAL FUND

Statement of Cash Received and Disbursed During the Month

Cash balance on 30th September, 1915 \$ 8,619.10

Receipts

Per Capita tax.....	\$ 1,601.34
Subscriptions to THE ROTARIAN.....	1,649.79
Advertising in THE ROTARIAN.....	1,201.82
Miscellaneous.....	47.69
Interest.....	15.01
	4,515.65
	13,234.75

Disbursements—The Association Ledger

1915 Convention.....	250.00
Headquarters' office.....	904.54
President's office.....	110.82
Treasurer's office.....	4.20
Board of directors.....	7.75
Weekly Letter, Stunts and The News Bureau.....	84.25
District governors.....	10.00
Committees.....	30.60
	\$1,402.16

Disbursements—The Rotarian Ledger

Mechanical production.....	1,359.01
Illustrations and plates.....	128.46
(Including \$17.48 expense of advertising THE ROTARIAN and a number of items totaling \$31.10 to be repaid by clubs and advertisers). Circulation department.....	189.72
Advertising department.....	421.13
Editorial and overhead.....	831.74
Refunds of payments for advertising.....	14.00
	\$ 2,944.06
	\$ 4,346.22

Cash Balance on 31st October, 1915 \$ 8,788.53
On deposit in Union Trust Co., Bank \$ 8,588.53
On hand in petty cash 200.00

A correct statement:

Chesley R. Perry, Secretary.

The bank statement of the Union Trust Company Bank for October shows that there was on deposit October 31st, 1915, to the credit of the International Association of Rotary Club's General Fund \$10,507.63.

Rufus F. Chapin, Treasurer.

Reconciliation, General Fund

Secretary's balance.....	\$8,788.53
Interest not yet entered on Secretary's books.....	15.56
Checks outstanding.....	1,903.54
	\$10,707.63
On hand in petty cash.....	200.00
	\$10,507.63

RELIEF FUND

Statement of Cash Received and Disbursed During the Month

Balance on 30th September, 1915, (including Relief Fund Investment Account, \$1,937.94.) \$ 2,005.30
Receipts: Interest 2.02

Disbursements: None.

Balance on 31st October, 1915 \$ 2,007.32

A correct statement:
Chesley R. Perry, Secretary.

The bank statement of the Union Trust Company Bank for October, 1915, shows that there was on deposit 31st October, 1915, to the credit of the International Association of Rotary Club's Relief Fund \$69.38.

Rufus F. Chapin, Treasurer.

Reconciliation, Relief Fund

Balance, Secretary's statement.....	\$2,007.32
Relief fund investment account.....	1,937.94

Treasurer's balance \$ 69.38

EXTENSION FUND

Statement of Cash Received and Disbursed During the Month

Balance on 30th September, 1915 \$569.02

Receipts:
Donations from Rotary Clubs of Sioux City, \$25.00;
Omaha, \$25.00 and Cedar Rapids, \$25.00 75.00

\$644.02

Disbursements

An appropriation for extension work in the organization of new Rotary clubs in Great Britain and Ireland made at a regular meeting of the Board of Directors of the International Association of Rotary Clubs held at San Francisco, Calif., U. S. A., 18th July, 1915. It was subsequently agreed that the check to cover the appropriation be made to the British Association of Rotary Clubs and forwarded to I. A. of R. C. District Governor Proctor of Glasgow \$ 500.00
On account expenses of John O. Knutson, District Governor of the 10th District of the I. A. of R. C., incident to the performance of his duties as district governor 18.25
518.25

Balance on 31st October, 1915 \$125.77

A correct statement:
Chesley R. Perry, Secretary.

The bank statement of the Union Trust Company Bank for October, 1915, shows that there was on deposit 31st October, 1915, to the credit of the International Association of Rotary Club's Extension Fund, \$644.02.

Rufus F. Chapin, Treasurer.

Reconciliation, Extension Fund

Balance, Secretary's statement.....	\$125.77
Checks outstanding.....	518.25

Treasurer's balance \$644.02

ROTARY EXTENSION WORK

From city
to city
the seed
is sown



And across
the water
Rotary takes
its course

Reports from the District Governors

Lester P. Winchenbaugh
Dist N^o1
93 Federal Street
Boston, Mass



You will be interested to know I have got Holyoke started and the Springfield Rotarians will hold their next monthly meeting there when they will co-operate with the Holyoke business men to give Rotary a fine send off. This is a remarkable spirit when the intense business rivalry existing between the cities is considered. I spoke on this point at the organization meeting and impressed upon the Holyoke boys the opportunity that Rotary would present for a better understanding of each other and of their neighbors in Springfield. I believe they will reciprocate fully this friendly spirit. Every one present, including the mayor and his defeated opponent, express his willingness to become a member and induce his friends to join.

I also paid a visit to the Hartford Club and found their new executive a man with a policy with which I am in accord. By rights they should have one of the best clubs in the country and I believe they will progress and prosper and take high standing in the community under the leadership of President Macomber.

A conference of the New England Rotary clubs (District No. 1) was scheduled to be held at Boston November 17 and 18. The program included addresses by Immediate Past International President Mulholland, First International Vice-President Gettinger and others. It was hoped that this conference would result in a wide extension of Rotary to all the larger cities

of New England. A fuller report of the conference will be prepared for the January issue of *THE ROTARIAN*.

William J. O'Hea
Dist. N^o2
95 N. Fitzhugh St.
Rochester, N.Y.



I have made official visits to the Buffalo and Utica Rotary Clubs, and found both in a prosperous and healthy condition.

The occasion of my visit to the Buffalo Rotary Club was the joint banquet of the Hamilton, Toronto and Buffalo clubs, the Buffalo club acting as host to the Toronto and Hamilton club members and ladies. This was a successful affair, approximately 500 attending. It was the most enjoyable Rotary day that I ever attended and my hat is off to the Buffalo club for the splendid entertainment accorded their guests.

Last month I was invited to address the Utica club and found that club to be a real live organization standing on both feet. You will hear further from the Utica club before very long.

Extension work is under way actively in Jamestown, where we hope to have a new club in existence before the end of the year.

C.F. Laughlin
Dist. N^o7
219 Williamson Bldg
Cleveland, O.



Newly Organized Club

The Rotary Club of Charleston (W. Va.), was organized 19th October with a charter membership of twenty-seven. Rotarians from Louisville and Huntington were present at the organization

meeting and President Louis K. Webb of the Louisville Club officiated as organizer. The following officers were elected: President, W. E. Jones; Vice-President, J. F. Youse; Secretary, George R. Edgar; Treasurer, H. S. Moore.

Elected to Membership in the Association

Rotary Club of Battle Creek (Mich.), elected as of 1st November, 1915. The officers are: President, Dr. Hugh W. Conklin, 312 Ward Bldg.; Secretary, Fred W. Gage, McCamly and W. State Streets.

Herbert C. Angster
Dist. N°8.
228 W. Ontario St
Chicago Ill.



Elected to Membership in the Association

Rotary Club of Danville (Ill.), elected as of 1st November, 1915. The officers are: President, Thos. J. Cossey, 106 Washington Ave.; Secretary, Louis J. Nardine, 44 N. Vermilion St.

John O. Knutson
Dist. N°10
308 Pierce Street
Sioux City, Ia.



Dubuque will have a full fledged Rotary club very soon. An organization was started on October 26th with temporary Chairman J. M. McFadden and temporary Secretary W. C. Murphy. I attended the preliminary meeting when seven of Dubuque's "live ones" selected about 20 more to make up the charter membership.

Iowa City and Ottumwa give evidence of interest in Rotary which may soon develop into Rotary clubs.

A delegation of a dozen leading citizens of Grand Forks, N. D., was entertained October 25th by the Rotary Club of Waterloo. An opportunity was given to do some good Rotary missionary work.

The conference of the Tenth District will be held in Waterloo, probably during the first week in February. Preliminary plans are now being considered to make this a decidedly worth-while gathering.

The governor enjoyed a pleasant visit with the Omaha Rotary Club Wednesday, October 20th, at a Rotary luncheon.

Elected to Membership in the Association

Rotary Club of Burlington (Ia.), elected as of 1st October, 1915. The officers are: President,

Carl S. Leopold, 101 Clay Street; Secretary, G. P. Edgar, 719 Iowa State Bank Building.

Rotary Club of Marshalltown (Ia.), elected as of 1st October, 1915. The officers are: President, W. H. Arney, Iowa Savings Bank; Secretary, Frank G. Pierce, 119 E. Main Street.

Rotary Club of Sioux Falls (S. D.), elected as of 1st October, 1915. The officers are: President, Chas. M. Day, 631 W. Tenth Street; Secretary, S. E. Linton, Jr., care Sioux Falls Gas Company.

A. E. Hutchings
Dist. N°11
10th and Oak Street
Kansas City Mo.



The governor of District No. 11 had the valuable assistance of International President Albert at the organization of three new clubs at Bartlesville, Hutchinson and Kansas City, Kans. Albert gave the new Rotarians in these cities a clear impression of the higher side of Rotary and succeeded in taking out of their minds entirely any selfish ideas they may have gained in the preliminary organization.

Newly Organized Clubs

Rotary Club of Bartlesville (Okla.), organized 15th October, 1915. The officers are: President, R. L. Beattie, Union National Bank; Vice-President J. R. Baird; Secretary, C. E. Alexander, 115 E. 5th Street; Treasurer, J. T. Shipman.

Rotary Club of Hutchinson (Kans.), organized 11th October, 1915. The officers are: President, W. L. Rosier, care Hutchinson Oil Co.; Vice-President, Clarence Fearn; Secretary, Eustace Smith, First National Bldg.; Treasurer, F. C. Kaths.

Rotary Club of Joplin (Mo.), organized 13th October, 1915. The officers are: President, O. P. N. Wiley, care Independent Candy Co.; Secretary, August Junge, care Junge Baking Company.

Elected to Membership in the Association

Rotary Club of Parsons (Kansas), elected as of 1st October, 1915. The officers are: President, George B. Karr, 2400 Broadway; Secretary, Frank A. Pfeiffer, 1810 Main Street.

W. H. Richardson
Dist. N°12
P. O. Box 33
Austin Tex.



Newly Organized Club

Rotary Club of Wichita Falls (Tex.), The officers are: President, George D. Keith; 1st Vice-President, John M. Bland; 2nd Vice-President, Otis T. Bacon; Secretary, John E. Arnold, P. O. Box 1038; Treasurer W. M. McGregor.

What the Clubs Are Doing

Messages from the Live Ones

An International Tri-City Meeting at Buffalo

By ALLAN FRASER, Club Correspondent

SEPTEMBER 16th, 1915, marks an important event in the history of Buffalo Rotary and of International Rotary. On this day the Rotary Clubs of Toronto and Hamilton crossed that imaginary line about which so much has been written, that International border which stretches for some four thousand miles without a fortification of any kind along its entire front. With their only passports, "The Spirit of Rotary" in their hearts, they took possession of Buffalo from early morning until late at night.

About one hundred and fifty tired but happy Canadians returned to their homes convinced that Rotary hospitality in Buffalo is something very real.

The visitors arrived at 11:30 o'clock and after much laughter and hand shaking finally settled down to the regular Rotary luncheon in the beautiful ball-room of the Hotel Statler, decorated with American and British flags. The ladies occupied the galleries and imparted that lovely touch of color which is always so acceptable on such occasions.

Automobiles a plenty were at the door to conduct the party on an inspection tour of the city, finally arriving at the Buffalo Country Club, where a red hot baseball game was fought out between Toronto and Buffalo resulting in favor of Toronto, 18 to 12. Golf and tennis contests were also greatly enjoyed, handsome bronze loving cups being awarded the winning clubs. After an elaborate dinner dancing was the order of the evening until train time.

All expenses were shared equally, the Canadian visitors insisting on paying for their meals in accordance with International rules, the wisdom of which cannot be too strongly emphasized.

Speeches were made by President Copeland of Toronto, President Carey of Hamilton and William J. O'Hea, President of the Rochester Rotary Club, who was elected governor of district No. 2 at the San Francisco convention.



Samuel B. Botsford, President
Buffalo Rotary Club.

Samuel B. Botsford, President of the Buffalo Club, in his speech of welcome made a profound impression. In part he said:

"On behalf of the Rotary Club of Buffalo, I welcome our visitors, our District Governor from Rochester, the members of the Rotary Clubs of Toronto and Hamilton, their officers at the table, and their directors seated in the gallery (the ladies). We are glad you are here; our only regret is that all of the Rotarians from Hamilton and Toronto could not come.

"We welcome you because you are Rotarians. We also welcome you because you come from a sister nation where the same language is spoken which we speak, a country which, with ours, constitutes today the most inspiring object lesson in the world of that which uncounted millions are praying for—peace on earth between nations.

"Some years ago Chile and Argentine entered into a treaty establishing their common boundary and pledging peace. They then erected in the Andes mountains a great figure of Christ with this inscription: 'Sooner shall these mountains crumble into dust than Argentine and Chile break the vows they have made at the feet of Christ.'

"God has placed at Niagara, upon the boundaries between Canada and the United States, one of the greatest monuments of His power and beauty. It is our prayer and the wish of every thoughtful citizen of the United States that the Niagara shall run dry, her mighty cataract be silenced forever and the great gorge wherein she is confined be filled up and blotted from the sight of man, sooner than that these nations shall break the peace in which they have dwelt so happily.

"It may be that citizens of our two countries at times differ and dispute, but such differences are like the mists that gather about the mighty falls, which, when they are dispelled, have served to enhance the beauty and grandeur of what they did obscure."

Five Rotary Clubs of Georgia Meet at Macon

One of the most extensive, and possibly one of the most important events in the history of the Macon, (Ga.) Rotary Club was the entertainment on Wednesday, November 3, of 203 visiting Rotarians from Savannah, Augusta, Atlanta and Rome.

The Savannah and Augusta clubs, starting Tuesday night from their respective cities, met at Millen and were brought in on the same train, arriving at 3:25 in the morning. Their entrance at that early hour was signalled by the blowing of the whistles on every locomotive that Supt. Marion Ramsey, of the Central of Georgia, himself an enthusiastic Rotarian, could marshal on the tracks in the vicinity of the union passenger depot. In addition, the local Rotarians had employed two itinerant Italian accordionists to play in the cars from the hour of arrival until 7 o'clock. In consequence there was no sleep.

They were then taken in autos and carried to the Hotel Lanier where breakfast was served, the local Rotarians keeping company. After breakfast which was stultless but noisy, the local and visiting members marched thru the streets, accompanied by the State Fair band and the Macon drum and bugle corps, to the union depot. There they met the Rotarians arriving from Atlanta and Rome. Here again the locomotive whistles got in their work, the reception proving something new to the thousands of visitors to the fair, that crowded the depot.

Then there was a march, the procession being two blocks long, to the fairgrounds to visit the fair. After this the ten chartered street cars, beautifully and appropriately decorated by Supt. Magraw, also a Rotarian, carried the bunch to the Idle Hour Country Club, three miles out, for a Georgia barbecue.

Drives over the golf links, hunting the ripe persimmons in the adjacent woods, and other things kept the party alive until the cars could carry them into the city.

At 6:30 all gathered at the Rathskeller of the Hotel Dempsey, beautifully decorated and illuminated. One feature of the decorations was an immense Rotary wheel formed of vari-colored electric bulbs that revolved during the evening. There were good things to eat, speeches galore, a feast of wit and humor with occasional lapses into seriousness and good singing by the Augusta and Macon quartettes aided and abetted by Rotarian Guttenberger's orchestra.

The speeches were made by President Lee Jordan of Atlanta, President Jones of Macon, President Shaw of Rome, Rotarian Lawton Evans of Augusta, Rotarian Raper of Savannah, Rev. Ashby Jones of Augusta and Rev. Dr. Turnipseed of the same city.

The true Rotarian spirit, that of unselfishness, was displayed by the speakers. While each said something pleasant for his own city, he bunched his talk on a boost for the entire state, every city coming in for a full slice of the pie. All wanted Columbus to organize a club, as then the five clubs would be as so many spokes of a wheel with the hub in Macon.

After the banquet all the guests were escorted to the midway, thus winding up a full and complete Rotarian day, a beautiful and rare Indian summer day at that.

The entertainment was given by the Macon club in return for being so royally entertained by Augusta last May. The Macon Rotarians invited all the clubs in the state for the occasion.

Vice President Gettinger Visits Clubs in Districts No. 2 and 3

International Vice President Gettinger, who is also President of the New York Rotary Club, has found time recently to visit a number of clubs.

October 19th, with nine other members of the New York club, he paid an official visit to the Newark club, carrying with him the golden wheel which the New York club uses when introducing new members. The meeting was very enthusiastic and Vice President Gettinger's demonstration of how the New York club uses the golden wheel was received with much interest. The Rotarians who accompanied him were members of various committees of the New York club and after the Newark Rotarians had finished with their business they turned the meeting over to the Rotarians from New York. Each in turn took charge of the meeting and explained what his committee does in the New York club and when, how and why they do it.

October 20th, Vice President Gettinger journeyed over into Pennsylvania and address the Rotary Club of Reading.

October 21, with ten members of the New York club, he visited the Paterson club. At this meeting the program followed by the New Yorkers at Newark was repeated.

The Rotarians of all of these cities express warm appreciation of the visits and were certain that much good to their clubs would result.

AKRON'S Big Annual Affair Is Ladies' Night

The biggest annual affair of the Akron Rotary Club was a Ladies' Night attended by two hundred couples. The new Glee Club of twenty-five made its first appearance. When all were seated the Rotarians stood and sang a toast to the ladies. Four candidates were received into membership. One, the lawyer, was called forward and Rotarian Atwater, from the standpoint of the clergy, duly examined him and clever was the repartee before they got thru. Rabbi Woolsey of Cleveland gave the address of the evening on "Truth and its Relation to Life." Rotarian Evan Williams, the Welsh tenor, contributed to the entertainment. Then came some rich fun. A ring was built in the center of the dining room, and two boys, alias Kilbane and Delaney, weighing in at 69 pounds met in a boxing contest. At the end of the last round an officer appeared and made fake arrests. It was gift night. All had presents showered upon them, even to the extent of baskets for carrying them home. Dancing followed.

BINGHAMTON Entertains Three Candidates for Mayor

"It's a gem; every number is a gem," said President D. J. Kelly of the Binghamton Rotary Club about THE ROTARIAN at a recent meeting. "Binghamton Rotary must do more," he continued, "for a broader understanding of the principles of Rotary. We must do more to help our fellows to render a higher service."

Binghamton Rotary entertained at dinner the three candidates for the mayoralty—Republican, Democratic, Socialist. They sang in unison (more or less) "The Old Oaken Bucket." Everybody shook hands and nobody talked politics.

The fifth of November was Rotary day at the Binghamton Public Library.

At Glad Hand Day at Binghamton's model high school building, Rotary songs were sung and Rotarians held the center of the stage from Superintendent Kelly down to little Tommy Crary and Willie Helox, who were so bashful before the great crowd that they forgot their pieces.

BROOKLYN Club Joined by Gyroscope Inventor

Among the many additions to membership recently made by the Brooklyn Rotary Club is Elmer A. Sperry, inventor of the Gyroscope (Tacoma and Augusta Rotarians please take notice). Mr. Sperry was the winner of the fifty thousand franc prize offered by the French government for the greatest mechanical development in 1914. He is a member of the new U. S. Navy Advisory Board. The Brooklyn Rotarians are proud of him as a Brooklyn man and now as a member of their club. He made them an address at their October 8th meeting. His classification is "Manufacturer Gyroscopes."

CAMDEN Has "Frolic" and Rotary Athletic Night

That the Rotary Club of Camden, N. J., is the "liveliest" club or association of any nature or description in the southern section of the state, is matter of current comment amongst the citizens. Further evidence of this fact was the successful third annual masquerade ball or "Rotary Frolic" given on the 27th of October, attended by more than two hundred of Camden's most prominent and representative business and professional men, together with an equal number of ladies. The hall was decorated with autumnal foliage until it looked like all-outdoors brought indoors.

The weekly luncheons and monthly meetings are now regularly held in the spacious banqueting rooms of the new Y. M. C. A., and on the evening of November 2d a new departure was instituted in what was called "Rotary Athletic Night." The entire athletic department of the institution was turned over to the "Rotes," and about seventy per cent of the membership turned out on the "floor." Dividing up into teams, volley-ball contests, indoor baseball, basket ball and a "general athletic drill" were executed with a vim and speed that made it scarcely to be believed that the average age of the athletes was well above the thirty mark. Followed a swim for all hands in the splendid pool, and after this the "boys" accepted a special invitation extended them by the genial mayor, Charles Ellis, to repair to his office in the city hall to hear the election returns.

The above paragraphs will indicate just what Rotary means to the Camden Rotarian, and what it means to Camden to have a Rotary Club.

CHICAGO Has Harvest Dinner, Plans Business Show

The Chicago Rotary Club had a County Fair and Harvest Dinner October 28th to which the ladies

were invited. The Rotary Business Show will be given by the club at the Hotel Sherman, December 9th and 10th. The entire second floor of the large hotel will be occupied and exhibitors will be limited to members of the club. The evening of December 9th will be for Rotarians and their friends and the exhibition on the second day will be open to the general public. The Chicago Herald will get out a special Rotary section of sixteen pages on December 9th carrying a half-page announcement of the show and many Rotary Articles.

CINCINNATI Anticipating Visit From Albert

Cincinnati Rotarians are looking forward with a great deal of pleasure to the visit of International President Allen D. Albert on December 9th when he will address the Chamber of Commerce. The day will be known as "Rotary Day at the Chamber of Commerce."

Ever since word reached Cincinnati Rotarians that the 1916 convention would be held in Cincinnati every one has been on his toes, showing more interest in Rotary than ever.

Some novel features have been introduced by President Ralph A. Tingle. At the luncheon on September 13th, which was the Fifth Birthday Anniversary of the club, slates were placed at the plates and the members were requested to write thereon a birthday sentiment. Some very beautiful Rotarian sentiments were expressed, among them one by Rotarian Wm. P. Rogers, dean of the Cincinnati Law School as follows:

"Rotary has for me emphasized the great truth that the most important things in life are within the reach of every individual, namely: Friendship, courtesy toward others and the cultivation of the brighter side of life."

The Rotary Glee Club under the direction of Wm. S. (Bill) Goldenburg, with Jos. (Karus) Schenke first tenor, has developed into one of the leading organizations of male voices in Cincinnati. The demand for their appearance at affairs both in and out of Rotary is constantly increasing.

"The making of a Rotary Bill" a stunt featured during the month of October by the 45 "Bills" in the club was greatly enjoyed by the 300 members attending this luncheon.

The last luncheon in October was an old-fashioned Hallowe'en party. Rotarian Wm. Fleming, manager of the Hotel Sinton surprised the members by serving a "feed" fitting the occasion.

The various committees for the 1916 convention in command of Past President "Fritz" Galbraith, chairman executive committee, are busily engaged planning for the entertainment of the Seventh Annual International Convention.

CLEBURNE Club Entertains Visitors From Townspeople

Rotarian J. W. Loving, club correspondent of the Rotary Club of Cleburne, writes:

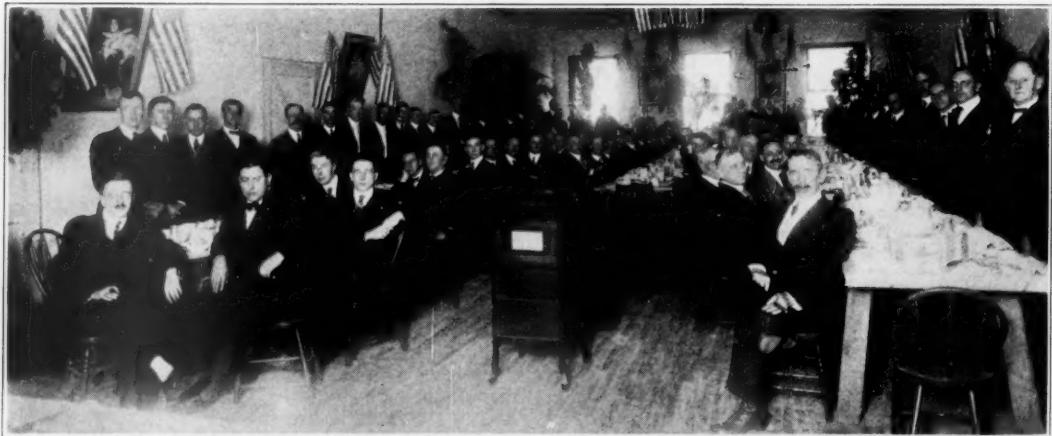
"In a town of our size our membership is necessarily limited and each member already knows each other member. So we don't have much in the line of getting acquainted. We do take turns in the matter of giving prizes at our weekly luncheons; also each one in turn gives a brief talk on his particular line of work. We have visitors from among



San Antonio Rotarians in "An Episode in Slippery Gulch" being a play of pioneer mining days.



Wedding of "Miss Gulf Coast Fair" and "General Prosperity" under auspices of Mobile Rotary Club. (See article on page 583.)



Evansville Rotary Club having luncheon meeting at plant of the baker member.

our townsmen whom we gladly hear and now and then someone from beyond our town is with us and brings us some brief message. We can not claim all the good men in our town in our membership but we do not believe our club could be out-classed by a like number of men in any town. That's the way we feel about it, at least. We enjoy **THE ROTARIAN**."

CLEVELAND Club Has Hive of Bees for Guests

The weekly meetings of The Cleveland Rotary Club have been characterized lately by large attendance and marked enthusiasm. September 16th the Hawaiian Singers from "The Bird of Paradise" Company entertained the club with their native songs.

October 7th a novel and exceedingly interesting talk was given by E. R. Root of Medina, Ohio, on "the Bee." Mr. Root is probably the greatest authority in the world on bee culture and those who have read Maeterlink's charming story, "The Life of the Bee," will recall the reference in the text to Mr. Root. A hive of Italian bees was used in a demonstration which followed the talk and it was with some fear and misgivings that club members sat calmly by and watched the bees fly around the room. The hat of one member, who is notoriously bald, was borrowed by Mr. Root and later, when the "skypiece" was filled with bees and the owner was invited to come forward and don his property, he looked like a man about to go into the trenches. But he was game and came out unscathed.

October 14th, Fred G. Bale of Canton, Ohio, addressed the club on "The Conservation of Childhood." Mr. Bale was for four years prosecuting attorney of the Juvenile Court at Columbus. One of the gems of utterance was—"In childhood an ounce of formation is worth a ton of reformation."

October 28th Newton D. Baker, the mayor of Cleveland, discussed before the club three ordinances, which came before the people by referendum on November 2nd, relative to the building of a greater Cleveland.

DAYTON Rotarians Aid City Improvement Plan

When the city commissioners took office under Dayton's new manager form of government they made the promise that no bonds would be issued for current expenses. In order to raise money for needed permanent improvements it became necessary to ask the citizens to vote for a bond issue of \$1,053,000. A peculiar prejudice against bonds exists in Dayton. Almost invariably bonds fail to carry the necessary favorable vote.

As this was a straight business policy and absolutely devoid of politics, the Dayton Rotary Club unanimously decided to champion the cause and endeavor to secure the necessary two-thirds vote.

The city manager and a number of public spirited citizens were preaching the gospel of facts at public gatherings in churches and before civic bodies and clubs, so the Rotary club undertook to reach on the street corners those men who would not attend such meetings. Two large trucks were secured. One carried a stereopticon and a screen, which gave in pictures and figures and crisp facts the reasons favoring the bond issue. The other truck carried a piano and several singers, a cornetist and the

speaker, Dr. Garland, who is director of public service. On election morning all Rotarians volunteered their services at the polls to continue the work of education down to the last moment.

The result was an overwhelming vote in favor of bond and a wonderful expression of confidence in Dayton's manager form of government. Dayton continues to go ahead.

ERIE Club Active In Social Service Campaign

The Rotary Club of Erie has taken an active part in civic affairs, especially in the social service federation campaign. Secretary J. P. Smart writes:

"We jumped into the breach and started things. The general chairman said yesterday that he gave the credit to the Rotary club of rescuing the whole enterprise from failure. About seventy of our members are working, giving up their valuable time and combing the city for subscriptions.

"We assisted in the raising of \$56,000 immediately after the flood and we hope to be able to push the subscriptions up to at least \$85,000 in this campaign. If we do that it will mean that within the last four or five months \$141,000 will have been raised for charity in Erie."

FORT WAYNE Club Honors Active Former Secretary Bohn

On the occasion of the regular monthly banquet, Monday evening, November 1, the Fort Wayne club recognized the strenuous and intelligent efforts of Frank E. Bohn, secretary during its first year, by electing him president of the club for the second lap. The entertainers of the evening were Wallace Bruce Amsbury, of Chicago, poet and reader, and Gilbert McClurg, whose stereopticon lecture on the wonders of Colorado was a delightful presentation of the claims of the Centennial state for attention to its natural and acquired features.

GALESBURG Rotarians Mark Highway to Peoria

If any Rotarians ever have occasion to motor between Galesburg and Peoria they will have occasion to thank Galesburg Rotary for marking the way. The road between these two central Illinois cities is rather hard to follow so the Rotarians carefully selected the best road and shortest route, secured the co-operation of the Brimfield Commercial Club and put the trail thru.

The Galesburg club staged a unique affair in a wild piece of timber twenty miles from Galesburg on the evening of October 21st. The members squatted about a huge camp fire, ate ravenously of camp-cooked food, and told tales of devilish Haloween experiences.

The club is seriously considering the establishment of a pottery and arts and crafts school in Galesburg to provide occupation and inspiration for girls of the laboring classes.

HALIFAX Rotarians Set Pace In Civic Activities

The Halifax Rotary Club continues to progress. It thrives thruout the summer months and each fall gains a new strength that is retained for a whole



W. J. (Buck) Zimmers, Governor 9th District, snapped while on a visit to the Rotary Club of Louisville. Governor Zimmers is a Past President of the Milwaukee Rotary Club of which he is the Attorney-at-Law member.



Madison Rotarians on parade at Monroe, Wis., "Cheese Day." (See article on page 568.)



Joliet's welcome to visitors. (See article on page 567.) This is a picture of Jesse M. Tompsett, Past President of the St. Louis Rotary Club.



Members of the Rotary Club of Tulsa made up for their parts in "The Humbug Circus" given for charity. (See article on page 576)

year. It is reckoned energetic and respectable and each reformer or enthusiast for any civic campaign or improvement now considers the answer of an appeal to this club an indication of the support that may be counted upon from the business section of the community.

Halifax Rotarians naturally at present give their chief attention to the war and its exigencies. In the early summer seventy per cent of its members became regular subscribers to the Canadian Red Cross Association assuring the women of this city about \$2,000 per annum. They took a prominent part in canvassing the city on behalf of the British Red Cross Society during October, when \$60,000 was collected in Nova Scotia in one day, over half in Halifax and about \$18,000 of it thru the Rotarians.

A plan is under way to provide healthy entertainment and club accommodation for the thousands of soldiers likely to be stationed at Halifax for the winter. Another movement to secure a suitable building with entertainment facilities for the sailors of visiting warships, that can be converted after the war into a Sailors' Home worthy of this Atlantic seaport, is receiving the support of the Rotarians.

Not only do Rotarians who are unable to leave their homes for the fighting line realize that those who remain at home have to pay, pay, pay, but they can work, work, work and thus accomplish their "bit."

At their weekly luncheons considerable merriment is mixed with their thoughtful activities and at such events as their annual picnic held in Rockingham last August their frivolity eclipsed all traces of seriousness. All world records for swimming, baseball and other athletics were broken beyond repair, but the ties of friendship were knit closer than ever.

HARRISBURG Has Public Meeting in High School

The Rotary Club of Harrisburg had a unique evening meeting November 16th at the Technical High School. A regular meeting of the club was held and a general invitation to the public was extended to attend and see how Rotarians conduct their meetings. Admission was by tickets which were distributed by members of the club and a prize of a handsome set of dishes was given to the lady guest holding the lucky number. There were songs and a Rotary address and the meeting was in fact conducted just as if no one but Rotarians was present. Additional entertainment was provided in the form of moving pictures of the Hershey Chocolate Manufacturing plant by Ezra F. Hershey.

HONOLULU Rotary Becomes Known and Appreciated

Rotarian Ed Towse of Honolulu, writes:

"At Honolulu, capital of the territory of Hawaii, is located the only Rotary club in the Pacific ocean. Weekly luncheon meetings are held at the Commercial, the leading social and business club. Features are addresses on trade and civic topics. Rotary is becoming known, understood and appreciated. Paxson is some president."

"Honolulu is the first town at the right after leaving the west coast of the mainland. Workers welcome. Wishing wasted."

HUTCHINSON Rotarians Hold First Annual "Eat Fest"

October 13th the Hutchinson Rotary Club held its first annual "Eat Fest" at the Hotel Chalmers in honor of International President Allen D. Albert, and District Governor A. E. Hutchings. A delicious supper was served country style, excellent music was provided and the evening was thoroly enjoyed. Following is a list of the speakers:

Rotarian Vern Wiley,
Chairman of the Meetin'

Squire Smith
(Law, Loans, Real Estate and Collections; Horses Bought, Sold and Traded) Will deliver the
Oration of Welcome

Jimmie Russell
Will Talk About the Crops

Pres. Albert
Will Tell us the News from Minneapolis

Speech by Gov. Hutchings.

Russ Greiner
Will Deliver his Famous Recitation Entitled
"The Gold Standard."

Geo. B. Karr
Will Talk on the Subject—Undershirts, Over-Shirts
and Other Shirts.

JOLIET Starts Plan for 100% Convention Attendance

Old Man (Edwin B.) Lord, of the Joliet Rotary Club has taken the initiative in a plan to work up a 100% attendance to the Cincinnati convention from the Rotary clubs of Illinois. In a letter to a number of Rotarians in his state, urging a 100% delegation, he calls attention to the impression made by the solidarity of such delegations as Texas and California at recent conventions.

The Joliet Club has devised a very effective method of welcoming guests. At the place of every Rotarian who is not a guest are cards upon which are reproductions of the emblem of the Joliet Club at one end and the International emblem at the other end and between the two wheels a photograph of the guest. The guest naturally notices that everybody else has one of these cards except himself and he is not informed as to what the cards are until after the luncheon.

Upon the recent visit of President Albert to Joliet in addition to a card at the places a large International emblem with a photograph of President Albert was placed on a wheel at the end of the dining room and covered with a curtain. When everyone was seated the curtain was drawn and the row of colored incandescent lights around the wheel was lighted.

LINCOLN Rotarian Heads City's Commercial Club

Lincoln Rotary Club has been honored by the election of one of their members as President of the Lincoln Commercial Club, Rotarian F. J. Richards. Frank C. Zehrung, a Lincoln Rotarian, is mentioned as a possibility for the office of president of the Western Baseball League. They held

a weekly luncheon meeting at the Y. M. C. A. Lincoln Rotarians have found it to be a very popular and profitable policy to co-operate with other civic movements and "boost."

MADISON Rotarians Give City \$13,000 Present

Two miles of ornamental lights for the principal business streets is the Madison Rotary Club's little \$13,000 Christmas present to the city. Secretary Huels writes that "Maybe we will put on some sort of a jubilee stunt to celebrate the occasion of turning on the lights.

"International President Albert gave us a delightful surprise by dropping in on us quite unexpectedly during our luncheon September 30th. Our boys were greatly pleased with the charming personality and brilliant oratory of our I. P. We have fallen in love with him and feel terribly chesty because he lives in 'our alley'—the Ninth District.

"We had a great day on our Boosters' trip to the neighboring city of Monroe to help them celebrate their second annual Cheese Day. Green County, the greatest cheese center in the United States, has reached a high mark of efficiency in making Swiss, Limburger and other foreign cheeses. About 130 Madisonians, under the auspices of the Rotary club, went to Monroe by special train accompanied by the First Regiment Band. Rotarian Governor of Wisconsin, E. L. Phillip, went with us and made the principal speech of the day. We certainly were the Big Noise and had the place of honor in the big parade.

"Our club is stepping around cocky-like because we initiated a movement to adjust the differences between the city fathers, the board of commerce and a packing company that sought to locate in our village. The 'stuff was all off' and the packing company had its trunk all packed and was on its way to some town that doesn't welcome strangers with a boot. At this stage the Rotary club appeared upon the scene with the Smile, the Glad Hand and a great big bouquet of Rotary Sunshine, and now nobody is mad at nobody. It looks as if ground will soon be broken for a packing plant that will do an annual business of \$3,000,000.

"Doesn't this record of activity qualify us for a place in the Live Club section of your wonderful magazine?" (It sure does. Come in.—Editor.)

MONTGOMERY Rotarians Go After Jackson Highway

The Montgomery Rotary Club has an active committee which is working in conjunction with the chamber of commerce to secure the Jackson Highway, a great road which will connect Buffalo with New Orleans.

Another committee from the club is assisting the Montgomery Live Stock Association in putting on a great live stock show in this city.

It is the custom of the Montgomery Rotary Club at each meeting to have reviewed by a member, in a short address, the business of a member of the club; and also to have a member speak of his own business in a short address. This plan is proving wonderfully interesting, and brings the business of each member before the entire club in an illuminating way.

NEWARK Stirred Up By Vice- President Gettinger

The October meeting of the Newark Rotary Club was an exceptional success. International Vice-President Wm. Gettinger and President "Bill" Gettinger of the New York Rotary Club brought a live wire bunch from the metropolis, and proceeded to stir things up in great shape. Before the meeting was over, the Newark Rotarians were on tip-toe and ready to go ahead and accomplish big things. One of the first suggestions made by Gettinger was regarding the value of the weekly luncheons, a plan which the Newark Club immediately put into effect. During the evening every one of the members of the New York Club who came with him gave a short address on the various successful methods followed by that club in keeping up the interest and maintaining a large and healthy growth.

NEW ORLEANS Big Brother Meeting Great Success

The weekly luncheons of the New Orleans Rotary Club are growing in favor, the last one being held in one of the private dining rooms of beautiful St. Charles Hotel. The special attraction of the day was Rotarian Field of the Field's Greater Minstrels, who was at his best and was enjoyed by all.

The club has just had a "Big Brother Dinner." This proved to be the banner success of the season, for it was an inspiring sight to see the brothers and the sons enjoying themselves. The little fellows entered into the spirit of the occasion from the jump; an outsider might have said the Big Brothers enjoyed it more than the little ones.

POTTSVILLE Rotarians Hear About Each Other in Song

Robert Braun, school of music member of the Pottsville Rotary Club, has been in the habit of writing words for well-known airs for use by the speaker or toastmaster at the club meetings. At a recent meeting of the club when he was toastmaster he sprang a surprise on the Rotarians. When he called upon a man to respond to a toast he introduced him by singing a verse about him to a well-known air. Secretary J. H. Zerbey, who had been a member of the military training camp at Plattsburg, had just returned and Braun's introduction of him will serve as a sample of his other verses. Zerbey was introduced as the speaker of the day with a song set to the tune of "When Johnny Comes Marching Home." It ran as follows:

When Zerbey comes marching home again,
Hurrah! Hurrah!
When Zerbey comes marching home again,
Hurrah! Hurrah!
Sure he rides a horse in the cavalry,
A Plattsburg rooky, that's plain to see
So we'll all turn out,
When Zerbey comes marching home.

RALEIGH Rotarians Launch "Beautify the City" Work

The Raleigh Rotary Club is about to undertake a campaign to beautify the City of Raleigh, paying especial attention to trees and lawns. This much was decided at its last luncheon. Co-operation with the city authorities and Woman's Club, it

(Continued on page 572)

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6. To stimulate the desire of each member to be of service to his fellowmen and society in general.

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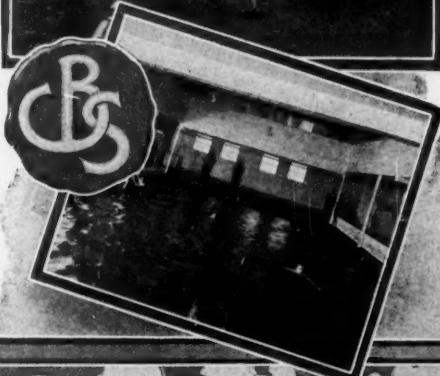
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DES MOINES, IOWA	E. W. Saan, Mitchell Advertising Agency, 322 Flynn Bldg.
DUBLIN, IRELAND	Kevin J. Kenny, Advertising Agency, 58 Middle Abbey St.
DULUTH, MINN.	Wm. M. Gravatt, Walter L. Houghton Adv. Agency.
EDINBURGH, SCOTLAND	Fred L. Simons, Advertising Specialist, 8 Saint David St., North.
FORT WAYNE, IND.	B. J. Griswold, Mgr. Progressive Advertising Co., Peoples Trust Bldg.
FORT WORTH, TEX.	Bismarck Heyer, Heyer-Mills Piano Co., 211 W. 8th St.
GLASGOW, SCOTLAND	Peter A. Menzies, Advertising Agency, 54 Gordon St.
GRAND RAPIDS, MICH.	Chas. A. Donaldson, Mgr., Toledo Plate Glass Co., 19-21 Ottawa Ave.
HALIFAX, N. S.	Fred M. Guildford, Guildford & Sons, 101 Upper Water St.
HAMILTON, ONTARIO	George F. Hobart, Hamilton Advertisers Agency.
INDIANAPOLIS, IND.	John L. Clough, Mgr., Chance-Clough Co., 1016 Merchants Bk. Bldg.
JACKSONVILLE, FLA.	Jefferson Thomas, Thomas Adv. Agency, 606 Florida Life Bldg.
JOLIET, ILL.	Forbes Fairbairn, Joliet Herald.
KALAMAZOO, MICH.	Edward P. Munro, care The Bradstreet Co.
KANSAS CITY, MO.	Willis M. Hawkins, Advertising Agency, 200 Graphic Arts Bldg.
LINCOLN, NEBR.	H. M. Bushnell, Publisher, The Trade Review, 202 Fraternity Bldg.
LITTLE ROCK, ARK.	S. M. Brooks, Ad Writer & Counselor, 808 State Bank Bldg.
LONDON, ENGLAND	W. E. Barney, Frederick E. Potter, Ltd., Kingsway, W. C.
LOS ANGELES, CAL.	F. W. Johaneck, Dake Advertising Agency, 814 So. Spring St.
MILWAUKEE, WIS.	Benjamin M. Weinberger, Ass't Secy. The Rotary Club, Hotel Phister.
MONTGOMERY, ALA.	John Sparrow, Sparrow Advertising Agency—Birmingham, Ala.
NASHVILLE, TENN.	Clifton H. Green, Independent Adv. Company, 1st National Bank Bldg.
NEW CASTLE, PA.	Carl E. Paisley, Paisley's Pharmacy, 302 E. Washington St.
NEW ORLEANS, LA.	W. R. Burk, Architect, 840 Gravier St.
NEW YORK, N. Y.	Eugene G. MacCan, Lubricating Oils, Hotel Imperial, Broadway and 31st St.
NORFOLK, VA.	C. J. Mains, Virginia-Pilot Pub. Co., Monticello Hotel.
OAKLAND, CAL.	A. T. Golding, Ass't Secretary Oakland Rotary Club, 422 Dalziel Bldg.
OMAHA, NEBR.	Daniel Baum, Jr., Baum Iron Company, 13th and Harney Sts.
OTTAWA, ILL.	Chas. T. Bradford, Advertising, 610 Clinton St.
PEORIA, ILL.	Frank H. Lowe, Whitehead & Hoag Co., 300 Woolner Bldg.
PHILADELPHIA, PA.	George P. Smith, Borne, Scrymser Co., 437 Chestnut St.
PIQUA, OHIO	H. Kampf, editor and Manager Piqua Leader-Dispatch, 122 W. Ash St.
PITTSBURGH, PA.	Elmer E. Brosius, Official Railway Guide Pub. Co., 1107 Peoples Bank Bldg.
PORTLAND, ME.	Percy S. Ackerman, Trading Stamps, 22 Forest Ave.
PORTLAND, ORE.	Geo. D. Lee, Geo. D. Lee Advertising Agency, 1323 Northwestern Bk. Bldg.
PROVIDENCE, R. I.	A. H. Sanborn, Office Specialties, 26 Custom House St.
READING, PA.	Stanley R. Kaufman, Newspapers, 227 Penn St.
RALEIGH, N. C.	John A. Park, Publisher The Raleigh Times.
RICHMOND, VA.	Rufus S. Freeman, Pres. Freeman Adv. Agency.
ROCHESTER, N. Y.	Harry C. Goodwin, Fish, Lyman & Goodwin, Adv. Agents Wisner Bldg.
ROCK ISLAND, ILL.	F. W. Burgh, Advertising, 229 18th St.
SACRAMENTO, CAL.	Jno. W. Morshead, The Morshead Advertising Agency, Nicholaus Bldg.
SAGINAW, MICH.	H. W. Kinney, The McClure Co., 2 Holland Court.
ST. JOHN, N. B.	Ralph H. Watts, Adv. Mgr., St. John Daily Telegraph.
ST. LOUIS, MO.	C. L. Chittenden, Blackhorn Sales Co., 4201 Hartford St.
SAINT PAUL, MINN.	S. Greve, S. Greve Advertising Agency, 305 Oppenheim Bldg.
SALT LAKE CITY, UTAH	A. G. Mackenzie, Advertising and Publicity, 305 Boston Bldg.
SAN ANTONIO, TEX.	E. Y. White, E. Y. White Cleaning & Dyeing Co., 701 Ave. C.
SAN DIEGO, CAL.	E. E. Martin, Martin Adv. Agency, Am. National Bank Bldg.
SAN FRANCISCO, CAL.	H. H. Feighner, Secretary, The Rotary Club, 817-818 Humboldt Bank Bldg.
SAVANNAH, GA.	Luke O. Pettus, Advertising Agency, 215 Real Estate Bldg.
SCRANTON, PA.	R. K. Moore, International Correspondence Schools.
SEATTLE, WASH.	W. A. Graham, Jr., Secretary, The Rotary Club, 237 Rainier-Grand Hotel
SIOUX CITY, IOWA	Paul C. Howe, American Realty Co., 201 Commercial Block.
SYRACUSE, N. Y.	Ray Van Benschoten, Van Benschoten Advertising Agency, Union Bldg.
TOLEDO, OHIO	H. H. Stalker, H. H. Stalker Adv. Co., Nasby Bldg.
TROY, N. Y.	Hugh M. Reynolds, Advertising Specialist, Times Bldg.
TULSA, OKLA.	J. Burr Gibbons, Convention Hall.
VANCOUVER, B. C.	Arthur L. Callopy, Callopy Adv. Co., Jones Bldg.
VICTORIA, B. C.	C. L. Armstrong, Victoria Advertising Service, 113 Stobart Pease Bldg.
VINCENNES, IND.	R. J. Sullivan, care Vincennes Commercial.
WACO, TEX.	J. M. Clement, Mgr. Western Union Tel. Co.
WICHITA, KAS.	Roscoe C. Ray, The Grit Printery.



The BATTLE CREEK SANITARIUM



"The safest road to human happiness is the road to right living."

—says Paul P. Harris.

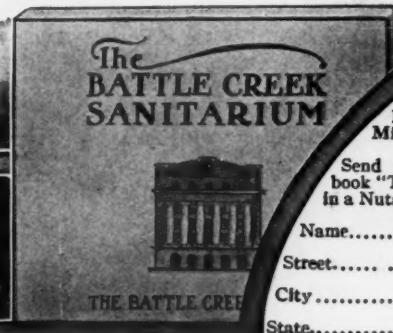
— and that's what you find at Battle Creek —
“right living.”

The moment you enter the doors of this colossal University of Health, you are brought face to face with the "Simple Life", — simple diet, properly regulated; health building exercises; the outdoor life; sunshine; pure air; physiologic medical treatment; and rest for body and mind.

A book called "The Simple Life in a Nutshell" by Dr. Kellogg, tells the story of "right living" in three minutes. It tells how to build great physical and mental power.

physical and mental power. The book is too valuable to distribute generally, but every Rotarian is to have a copy without cost.

*Your name on a card
brings your copy to
your desk or home*



BOX
230—The
Sanitarium
Battle Creek,
Michigan.

Send me your free book "The Simple Life in a Nutshell."

Name: _____

Street.....

City.....

State.....



cut out winter go to sunny-summery California

What you save in coal and extra clothes bills, and other necessities in the East, will pay for a few months stay in California.

The sunshine and out-of-doors does away with ills and doctor bills.

Four daily California trains via the Santa Fe. That includes the exclusively first-class California Limited—Then once a week, in winter, the Extra fine-Extra fast-Extra fare Santa Fe de-Luxe.

And the Grand Canyon of Arizona is on your way.

Our picture folders tell of trains and sights to see.

W. J. Black, Pass. Traffic Manager
A. T. & S. F. Ry.
1118 Railway Exchange, Chicago

(WHAT THE CLUBS ARE DOING)

(Continued from page 568)

is hoped, will bring about the beautifying of the public parks and squares.

Under the auspices of the club there was a floral and industrial parade during the State Fair which eclipsed anything ever seen in that section. Former President Manly Tyree displayed wonderful organization ability and did the thing that was predicted could not be done. They are still-a-growing and getting bigger and stronger every month. Watch them!

ROANOKE Begins Plans to Go in Force to Cincinnati

The Roanoke Rotary Club has an "On-to-Convention Committee," of which Parson Mead and Ed Michael, San Francisco delegates, are members. If plans mature Roanoke will mark a trail for special trains to the Cincinnati hubbub next summer that should be well beaten before the first session is called to order. At the last meeting Chairman Mead reported that the committee has under consideration plans to have all the clubs in Virginia and the Carolinas go to Roanoke, the home town of Governor Dave Sites, spend one day sightseeing and then proceed in several special trains to Cincinnati. Practically every member at the luncheon signified his intention to start November 1 to lay aside a convention fund of five dollars a month.

Governor Sites and E. B. Spencer went to Winston-Salem, N. C., a week ago to attend a preliminary meeting looking to organization of a club there. Enthusiasm was fine, they report, and when the twin-city of tobacco fame launches its service organization it promises to be made up of a membership not excelled in the southeast.

The big Rotary flag recently procured by the club now adorns the meeting hall and was saluted by every man who entered at the meeting after it was placed. When a drum corps in process of organization is perfected the flag will be a regular feature of public appearances of the club.

Watch for Roanoke at "Cincinnati."

SAVANNAH Club's Imposing List of Civic Services

"We pride ourselves upon being wholly or partly responsible for many of the great improvements that have been made in Savannah in the immediate past," writes Correspondent C. V. Snedeker, Jr., of the Savannah Rotary Club.

"Chatham County, of which Savannah is the county seat, has recently authorized the issuance of \$900,000 worth of bonds, \$350,000 of which goes to build a road to Tybee, our famous summer and winter resort, \$400,000 for new school buildings and the remainder for various improvements in the county. Our club was largely responsible for this progressive move. We agitated it, requested the county officials to call an election and then on election day the club brought the voters out and carried the election overwhelmingly.

"Our club rendered efficient service in voting the city bond issue of \$400,000 to complete a modern drainage system costing \$1,000,000, which will cover the portions of our city where drainage is needed.

(Continued on page 574)



“Please hand me the Corona, Jack”—

“I have to give the new salesman, Russell, a little sermon on the way he handled the Acme deal, and don’t exactly like to dictate it to Miss Lester. By the way, why not give Russell one of these machines? It’s all I can do to read his reports and I hate to think of the impressions his letters must be making on our customers.”

The Corona surely is a practical little machine—never in the way and always ready for work. Light enough to be carried in one hand and small enough to be packed in a grip. Even if you have never operated a typewriter you’ll soon speed up on the

CORONA

Folding Typewriter



Visible Writing
Two-color Ribbon
Universal keyboard
Back Spacer
Aluminum Frame
Double Carriage-
Release
Mechanical
Type-guide
Ball Bearing
Carriage
Keyboards for All
Languages

**Some Prominent
Corporation Users**

Standard Oil Co.
Western Electric Co.
N. Y. Life Insurance Co.
National City Bank
New York Central Lines

**Some Prominent
Individual Users**

Jack London
Rex Beach
Frank A. Munsey
E. Alex Powell
Cyril Maude

Put the Corona on Your Xmas List

It is a gift that would bring joy to the heart of the most radical Spug, for what could be more practical than a personal typewriter?

“Proof of the Pudding”—our new booklet—gives the names of some 250 firms and individuals from among the 50,000 owners of Coronas. You’ll recognize the names. Gladly mailed free. Also ask for Booklet No. 30.

Corona Typewriter Co., Inc., Groton, N. Y.

Rotarians

New York: 141 West 42nd St. Chicago: 12 So. LaSalle St.

Agencies in all principal cities

Say, Fellows!

Here's the only one for Rotarians

The AMERICAN MODEL BUILDER contains 15% more new and novel parts—builds more practical working models—370 shown in our 1916 manual—builds many models possible with no other outfit. Every part highest-grade cold-rolled steel, double-plated. Powerful high-grade electric motor given free with medium-priced sets.

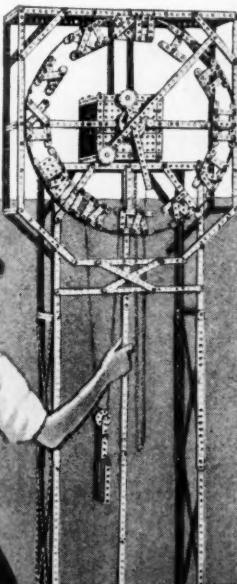
The AMERICAN MODEL BUILDER is the embodiment of the Rotarians' motto, "Service." It is made to last, to give service. No flimsy wood, tin or iron in it.

Write for "New Story of Steel," and catalog showing automobiles, warships, aeroscopes, and dozens of other models you can build. Big prize contest for new models, with 155 prizes valued up to \$100 each. Write now. The American Mechanical Toy Co., 428 E. First St., Dayton, Ohio. F. A. Wagner, Rotarian, Pres.

See the
American
Model
Builder
at your
Dealer's



Write for
big free
book.



THE AMERICAN
MODEL BUILDER



(WHAT THE CLUBS ARE DOING)

(Continued from page 572)

"We took an active part in getting a \$200,000 Auditorium for Savannah; and the organization of our Tourist and Convention Bureau was promoted largely by Rotarians.

"The secret of our strength and influence is summed up in the word *harmony*. Harmony is the key-note of life and is just another expression for Co-operation, Unity and Concentrated Effort."

SCRANTON Hears Noted Wardens on Prison Problems

Thos. Mott Osborn, Warden of Sing Sing prison, and Robert Dripps, Director of Public Safety of Philadelphia, were guests and principal speakers at the Scranton Rotary Club at a special meeting. Warden Osborn spoke of the duty of a community to see that prisoners are properly taken care of and that penal institutions are conducted as a good business man would conduct his own business. Among the other prominent speakers at this meeting were Judge H. M. Edwards, and Mayor E. B. Jermyn. President Smith insisted upon each speaker giving his nickname before allowing him to proceed with his talk.

The Scranton Rotarians for some time have been making monthly visits of inspection to public buildings. Their last visit was to the Eberhardt Museum.

The club's activities in behalf of the public good are appreciated by the Scranton newspapers which are very generous in the space which they give to Rotary activities.

SPRINGFIELD, Mass., Ro- tarians Learn About Small Colleges

The Springfield, Mass., Rotary Club devoted its September dinner to a hearing of the claims of the small college. There were two speakers: Dr. Frederick C. Ferry, Dean of Williams College, Williamstown, Mass., and Dr. L. L. Doggett, President of the International Y. M. C. A. College, Springfield, Mass. Dean Ferry described the various advantages of the small college, in contrast to those of the larger colleges and universities. Dr. Doggett told of the need that cities have for men who have been trained by the methods employed in his institution.

The November dinner will be at the Nonotuck Hotel in Holyoke, at which the members of the newly-formed Holyoke Rotary Club will be present.

SYRACUSE Rotarians Have A "Military Day"

The Rotary Club of Syracuse after the usual summer vacation is again very much in evidence. It is very evident that the spirit of Rotary, so far as Syracuse is concerned, is something very far from a place in which to eat. Correspondent Badger writes:

"With one of the strongest and liveliest bunch of directors that it has ever been our good fortune to have and the active, energetic and enthusiastic chairmen who have been appointed on the several committees, we surely are entering upon a year

(Continued on page 576)

Rotary Club of Louisville

OFFICERS
 FRANK T. SUGAR, PRESIDENT
 WALTER BRETHMAN, 1ST VICE PRES.
 J. M. VOLLMER, 2ND VICE PRES.
 S. A. CAMPBELL, SECY & TREAS.
 E. G. HEARTICK, SECRETARY ARMS



DIRECTORS
 FRED G. BURDORF
 NEWTON M. CRAWFORD
 C. F. GLADFELTER
 C. H. JENKINS
 L. H. WEBB

SECRETARY'S OFFICE
 1008 COLUMBIA BUILDING.

Louisville, Ky. November 9th, 1915.

To All Rotarians,
 Everywhere.

Dear Rotarians:-

The Rotary Club of Louisville invites and urges all Rotarians who will attend the International Convention of Rotary Clubs, to be held in Cincinnati in July, 1916, to so plan their itinerary that it will include a stop-over in Louisville and thus afford our Club an opportunity to show them the many attractions of the "Gateway to the South".

Be sure, therefore, to purchase tickets to Cincinnati via Louisville, if possible, as the privileges of stopping over to visit Mammoth Cave, Kentucky's most famous "show place", and one of the wonders of the world, can thus be obtained by visitors from nearly all parts of the South, West and Southwest.

Rotarians in sections of the country from which tickets via Louisville cannot be obtained are informed that it is the intention of the Rotary Club of Louisville to operate a special train from Cincinnati to Mammoth Cave and return, after adjournment of the Convention, with a stop-over at Louisville in order that it may have an opportunity of extending entertainment to them also.

Information as to the details of the excursion to Mammoth Cave will be furnished by the Secretary of the Louisville Club upon application or may be obtained during the Convention at the Kentucky Headquarters.

Watch the Louisville page in the "Rotarian" each month and learn more of our city and why you should visit it on your way to or from the Convention.

Rotarily yours,

S. A. Campbell
 Secretary.

Sales Service That Wins!

Good Advertising Specialties, properly used, represent one of the strongest sales factors in existence today. To us real Advertising Specialty advertising means more than giving away a novelty—it means a creative sales force—a business and good will builder that wins—and wins big, economically, quickly, and permanently.

Cruver Service For Rotarians

Cruver Advertising Specialty Service—the concentrated experience of a dozen experts—is securing big sales increases for scores of manufacturers, both large and small. Perhaps we can do the same for you. Let us tell you of some of the sales victories we have won for others. Simply write "Show Us"—we'll send facts

CRUVER MANUFACTURING CO.

2456-2460 Jackson Boulevard, CHICAGO, ILL.

Rotarians? Of Course!

Use "Rotary Quality" Knives



For Gifts to your Customers, Employees, Friends or Yourself

Nothing could be more highly appreciated. Photo Handles—"Car-Van" Steel Blades.

"Car-Van" Photo Knives make a personal appeal, disarm indifference and create good will. Your photo, name, address, Rotary, or any other emblem, firm name, photos of your buildings, goods, trade-marks, anything that can be photographed or printed, name and address of the person to whom the knife is presented, reproduced in transparent handles which are clear as glass and tough as horn.

Blades of "Car-Van" Steel—our own secret formula, Claimed by expert Chemists and Metallurgists to be the "Lost Art" of the "Old Damascus Sword Blade" re-discovered.

A written Guarantee given with each knife and razor. Each knife and razor "made to order" cannot be purchased in stores.

Think of the wonderful possibilities of these efficient silent salesmen carrying and presenting your message daily for years.

Write today for Special Quantity Prices.

The Canton Cutlery Co.
Rotarian W. S. Carnes, Pres.
Dept. 97 CANTON, OHIO

Send \$1.00

for sample. Style D11—
length 3 1/2 in.—2 blades,
with your photo, name, address
and Rotary or other emblem
in handle. Original photo back with knife.

(WHAT THE CLUBS ARE DOING)

(Continued from page 574)

that will be very full of interest and service to Rotary and its spirit generally and to Syracuse, as a city, particularly.

"Already we have had a military day when we had as our guests the military officers of our local companies as well as state and national military officials when a plan for citizens' and business men's classes during the coming winter was outlined, which will have the hearty support of Rotarians; a newspaper day, when our newspaper friends told us all about their business.

"It is in the regular column devoted to such matters in this magazine, but lest you should forget to look in the regular place, we wish to say that our genial secretary, Frank W. Weedon, now has his office in the Rotary hotel, The Onondaga, where he can easily be located and where, it is not necessary to say, all visiting Rotarians are assured a hearty welcome.

TULSA Rotarians Put on "Original Humbug Circus"

Friday, October 22nd, the Rotary Club of Tulsa gave, for the benefit of charity, "The Original Humbug Circus." The Tulsa Rotarians were the "performers, and they were some performers"—charioteers, acrobats, clowns, equestrians, tight wire walkers, animal trainers, "wild animals," side show freaks and all the beings, human and otherwise, that go to make up a real circus aggregation.

The enterprise was staged for the benefit of the "big brother" movement which was recently inaugurated by the Tulsa Rotarians who have taken under their protecting wing the ragged little newsboys, messenger boys and other street urchins under sixteen years of age who make their own living.

The circus was a success—a glowing success from every standpoint. It placed several hundred dollars in the treasury of the big brother movement; established the Rotary club more strongly in Tulsa than ever; brought the members closer together and gave them a wonderful enthusiasm during the preliminary stages and execution of the circus.

The "boys" say that their circus day was the biggest day's play they have had since they were school kids, and they are proud of the fact that they forgot their dignity to do something for their "little brothers."

VICTORIA Club Entertains Australian Student Cadets

The Australian Student Cadets were guests of the Victoria Rotary Club at an October meeting. This organization consists of 36 cadets, from 10 to 20 years of age, representing the Young Australia League of Perth, Western Australia. After making a leisurely educational trip up the Pacific Coast, including a six months' stop at San Francisco and visits to several Rotary clubs, they are now on their way east. Their commander, Lieutenant Simons, in an interesting talk told how Australia has solved the problem of combining universal

(Continued on page 578)



Framed Copies *One Dollar* *Delivered Postpaid*

BILLY GETTINGER has printed a mighty fine edition of your Code of Ethics—& the 'leven have done their level best to work out a unique & unusual frame for it. Here 'tis--help yourself--a dollar each, delivered at your front door or any other person's front door!

The 'leven little leather-smiths made this—but there isn't a speck of LEATHER in it—it's nothing but PAPER. But let it be known please that said paper is treated by the 'leven in just as unusual and artistic a manner as are their leathers—and then some!

Question number one—Can a leathersmith work in PAPER and still be a leathersmith? (The membership committee will please run right along—they haven't noticed this at all.

Question number two—Is there anybody in the immediate vicinity who wants a framed copy of the Code—or who wants the 'leven to send a copy of their new hollyday Catalog of Leather Gifts—or who would like to have suggestions submitted by the 'leven for any quantity of Business Gifts he may need

Send all answers to

Yours right cheerily

Chas. Happy Salesman
ROTARIAN SMITH

*for THE LEATHERSMITH SHOPS
1033 Race St. Philadelphia, U. S. A.*

Let the 'leven little leathersmiths do it.



*Rotarian George C. Brown,
Managing Director of the*

Hotel Martha Washington

29 East 29th St., (near Fifth Ave.)
NEW YORK

Extends a cordial invitation to the wives, daughters and women friends of fellow *Rotarians* to stop at his hotel when visiting the metropolis unaccompanied.

There are 500 spotless rooms. Rates \$1.50 per day and up. For parties of five or more a large room at \$1.00 per day per person. A special feature is our excellent Table d'hôte luncheon at 40 cents; dinner at 50 cents.

Comfort, Convenience and Protection, all important to the woman traveler in the metropolis, are found at the Martha Washington in their highest degree.

Illustrated booklet, "Who's Who," giving the names and vocations of 227 New York women, sent Free



HOTEL MAJESTIC

(Rotary)
NEW YORK

is the unusual in hotel accommodation. It is a magnificent structure, perfectly appointed, close to city activities, but removed enough for beauty and quiet. Fronts on Central Park—an entire block from 71st St. to 72nd St. All of the 600 rooms receive air and light from the great out-doors. Rooms \$2.00 and up.

Quickly accessible by all lines of traffic. Write me and I will send you a booklet and a Rotarian letter.

*COPELAND TOWNSEND
Managing Proprietor
Central Park West at 72nd Street.*

(WHAT THE CLUBS ARE DOING)

(Continued from page 576)

training with the avoidance of militarism. He also dwelt on imperial trade relations.

The club has entered on a vigorous campaign in support of the Victoria and Island Development Association with the object of extending the good work being done by that body in advertising the attractions of the island city and its surroundings. With this purpose in view the general public were admitted to one of their meetings and the intention is to repeat the experiment monthly for some time.

WATERLOO Rotarians Hosts of North Dakota Merchants

The Waterloo Rotary Club entertained twelve business men from Grand Forks, N. D., recently, who were hunting for an answer to the question: "Why has Waterloo, situated in the heart of an agricultural section, grown from a small town of eight thousand to a city of twenty-three thousand in twenty years?"

The Waterloo Rotarians showed the North Dakota visitors all over the city and closed the day with a Rotary meeting and banquet, at which District Governor Knutson was present. President Fred Northey of Waterloo, reports:

"Our members met the special car containing the Grand Forks business men and the visitors were placed upon a big wagon, drawn by four mules. We drove them thru the city, winding up at the Russell-Lamson Hotel for luncheon where we had some talks by our citizens; in the middle of it a policeman came in and arrested the driver of the mules for exceeding the speed limit.

"The afternoon was followed up by visiting more factories and in the evening we had a banquet and some very interesting talks by the visitors and citizens. At ten o'clock the S. O. B. H. Band, dressed as Indians, rushed in and grabbed the visitors and carried them to the Majestic Theater. They were initiated in the tribe, made to partake of white dog soup, each was presented with a big knife as a souvenir of the tribe and had to promise that he would always make the squaw do the work in order to preserve his own health. Governor Knutson was given a special treatment in lung testing; for further particulars ask Knutson.

"Governor Knutson gave a fine talk and made lots of friends. We hope he will visit us many times. He brought us the good tidings that we are to have the next district conference which will be in January or February."

Knutson's comment on the Waterloo meeting was: "This illustrates that when Rotary is made up of the big men they can handle just such situations as this without causing any local friction and at the same time make everyone feel good. The delegation from Grand Forks was very much impressed with Rotary."

WICHITA Has "Rube Party"; Entertains President Albert

The Wichita Rotary Club long will remember the months of October and November, 1915. Monday night, Nov. 1st, the club cast aside all restraint and loosed the bonds of formality as it never had

(Continued on page 580)

"The results from our advertisement in this Creditable Publication have been entirely satisfactory, therefore—

THE EGRY REGISTER COMPANY

EGRY REGISTER SYSTEMS

FOR EVERY DEPARTMENT OF EVERY BUSINESS

DAYTON, OHIO, U. S. A.

MILTON C. STERN
PRESIDENT & GEN. MGR.

October twenty ninth
Nineteen fifteen

International Association of Rotary Clubs,
Mr. Frank R. Jennings, Advertising Manager,
Chicago, Illinois.

Dear Mr. Jennings:-

Referring to your favor of October 22nd, regarding the renewal of our advertising order in the ROTARIAN, which as you say expires with the November issue, we take pleasure in handing you herewith a renewal order, to occupy the same space as heretofore for a term of thirteen months, as per contract, which we have signed, and which we are herewith returning to you.

The results that we have obtained from our advertisement in this creditable publication, have been entirely satisfactory, therefore, it is a pleasure on our part to give you this renewal order.

Yours Rotarily,

MCS-VS
enc.


President & General Manager.

it is a pleasure to give you this renewal order."

THE ROTARIAN The Magazine of Service

910 Michigan Ave.,
Chicago, U. S. A.



**Down Town
Rotary Club Hotel**
in Chicago

Every luxury and convenience
that a three-million-dollar hotel
can provide. Room with bath
\$2.00 a day and up.

Hotel Sherman
750 Rooms with Bath



The Newhouse Hotel

SALT LAKE CITY, UTAH

Opened to the Public March 27th, 1915.

FIREPROOF

400 rooms, every room with a
bath, and an outside room

Absolutely first-class Rates, \$1.50 and up

SAM'L NEWHOUSE, Pres.
(Rotarian)

(WHAT THE CLUBS ARE DOING)

(Continued from page 578)

done before. The result was a Rube Party which came near sending a hundred or more of the members to a hospital for first aid for over indulgence in merriment. Members and their wives and children were dressed in a large variety of indescribable costumes. Some of them were so well disguised in rube attire that they were not identified during the entire evening. No one was masked. The impenetrable disguises consisted of garments that were rescued from attics and represented the fashions of decades long past. Prizes were awarded for the best costumes and to the winners of the numerous contests. The Rotary club's own quartet sang original songs and there was standardized and non-standardized dancing. The affair was the first social meeting of the club for the season.

The club closed the month of October in a large way by entertaining President Albert. He visited Wichita during the Fall Exposition and met the best known men in the city, both in and out of Rotary. Governor Arthur Capper of Kansas was one of the guests present at the reception given for Mr. Albert. President Albert was accompanied to Hutchinson, Kansas, by thirty members of the Wichita Club.

LETTERS THAT CAME LATE

CANTON "Will be at Cincinnati Convention Strong"

"The Canton Rotary Club will be at the Cincinnati Convention next July strong," writes Correspondent McLean.

"Our club is becoming more active and getting into the winter meetings with a vim. A meeting at the plant of Rotarian Loyd J. Noaker (Noaker Ice Cream Company), was pulled off in fine shape. The members were taken thru the plant while it was in operation.

"After inspecting the plant we were taken to the garage to be told about the method of keeping the autos but when the doors were opened we found that the place had been tastefully decorated and tables arranged for a Dutch lunch."

KANSAS CITY, MO., Plans Special Train for Cincinnati

Does a new broom sweep clean? If there is any doubt about it, ask the members of the Kansas City Rotary Club. "Altho it has been but a short time since the new administration 'took', every member of the club is pulling for it and pulling strong and President 'Jimmie' Russell with his able corps of assistants, (not forgetting the entertainment committee) certainly give us a run for our money," writes Correspondent Hickman.

"Plans are already under way for a special train to the convention in Cincinnati, and a large number of members have already signified their intention of making the trip. Watch for that Kansas City delegation!"

"Our first live wire session under the new admin-

(Continued on page 583)

The International Novice Championship Typewriter Contest

At the Annual Business Show at the Sixty-ninth
Regiment Armory, New York, October 25, 1915,

WAS WON BY

Miss Hortense S. Stollnitz

Operating a Model 10

Remington Typewriter

Miss Stollnitz wrote 114 words per minute net for fifteen minutes, a world's record for novices in International Championship Contests

This novice event is open only to those who have never used a typewriter previous to September, 1914. It is therefore the one event that gives a real indication of the machine's part in the development of speed in typewriting.

The question of typewriter merit is not determined by what the exceptional operator of exceptional training can do, but by what the average operator can do.

And the best answer to this question, afforded by any speed contest, is, what can the novice do?—for the novice stage is the stage through which all operators must pass.

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NEW YORK, N. Y.	HARRY GEESNER, 1256 Broadway (Imperial Hotel).
OAKLAND, CALIF.	H. M. SANBORN, 1325 Broadway. (Also Berkeley).
OMAHA, NEBR.	L. M. ROGERS, Prop. Floral Dept., Brandeis Stores.
PATERSON, N. J.	EDWARD SCEERY, 85 Broadway. (Also Passaic, N. J.).
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TERRE HAUTE, IND.	HEINL'S FLOWERS, 129 So. Seventh St.
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Write for samples and prices.

THE LANDERS BROS. CO.
Dept. R4, Toledo, Ohio

(WHAT THE CLUBS ARE DOING)

(Continued from page 580)

istration was a noon luncheon at which we were honored by the presence of International President Albert. Space does not permit going into details regarding this matter, which brought out almost 100 per cent of our local club, and also large delegations from St. Joe, Topeka, Parsons and other Rotary clubs.

"October 28th was the date of our first night dinner for many moons. Room in total darkness—lighted only by pumpkin heads—red bandana handkerchiefs—cob pipes with tobacco—and paper horns at each plate. The request was then made to remove coats. Aside from adding that the principal decorations were two live possums suspended on ropes in the middle of the room, further remarks are unnecessary.

"The night dinners are to be made a monthly feature during the coming year. Our next dinner will be December 2nd at the Grand Hotel, Kansas City, Kansas, at which time the officers and members of the new Kansas City, Kansas, Rotary Club are to be installed."

LOUISVILLE Plans Entertainment of Delegates to Cincinnati

Louisville Rotarians are already making preparations to entertain visitors to the International Convention in Cincinnati next July. The Queen City is just 100 miles east of Louisville and it will be easy for a large number of Rotarians to make use of stop-over privileges and take in the sights of the Kentucky metropolis. This city has probably more things to see than the average community of this size. For instance, the tobacco market is the largest of its kind in the world and a view of the "breaks," where the big leaf hogsheads are opened and inspected before being sold at auction, would well repay inspection. The tomb of Zachary Taylor is near Louisville, while Cave Hill, which contains the graves of many soldiers of the Civil War, is also there. Cherokee Park is claimed to be the most beautiful natural park in the South, and the boulevard system is worth riding over. In addition, Mammoth Cave, rated as one of the world's wonders, is only a short ride from Louisville, in Edmonson County, and no one who gets anywhere near it should miss seeing it. The Louisville club has already appointed committees and raised a fund to be used in entertaining, and those who come either going to or returning from Cincinnati will find that their stay is well worth while.

MOBILE Rotarians Stage Unique Wedding

The Rotary Club of Mobile, ably assisted by the pick of Mobile society, gave a rare treat to the thousands assembled at the Gulf Coast Fair Monday evening, November 1st. It was the wedding of Miss Gulf Coast Fair to General Prosperity. A ceremony unique in the history of weddings, it symbolized the young spirit of optimism, enterprise and accomplishment of the New South giving vows of constancy and help to that popular young leader of commerce and good cheer, "General Prosperity." The immense stage in front of the grand stand was beautifully bedecked in potted

(Continued on page 584)

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Change in Advertising Rates

The present advertising rates of THE ROTARIAN were arranged on a basis of a 16,000 circulation.

Our circulation is now approximately 22,000 (22,500 copies of this issue were printed) and by January 1, 1916, it will be close to 25,000. While our circulation has been growing our advertising rates have been standing still, so at a recent meeting, the Board of Directors decided to advance the advertising rates of THE ROTARIAN 33 1-3 per cent, except the cover and insert pages, which will remain unchanged. But you will have ample time to get in under the old rates as the new rates will not be effective until January 1, 1916. Contracts placed before that date to run to and include December, 1916, will be accepted at the present low rates.

Send for Rate Card now.

THE ROTARIAN
The Magazine of Service

910 Michigan Ave., Chicago, U.S.A.

(WHAT THE CLUBS ARE DOING)

(Continued from page 583)

plants while overhead appeared the conventional wedding bell. The charming bride and her maid of honor and bridesmaids were arrayed in fashion's latest creations, while the bridegroom, his best man and the coterie of manly young groomsmen appeared in correct full dress. In fact it could not have been more realistic, barring the language used by the "minister," had the ceremony been the linking together of two happy young lives into one.

OMAHA Rotarians Learn About City Government

The Omaha Rotary Club had a short, but excellent, talk October 5th by Rotarian Billy Sunday, who is an honorary member of the Des Moines Club. October 20th the officers of the local Humane Society were guests of the club. Each officer gave a short talk and explained the aims and activities of their society. A third meeting was given over to the City Commissioners. Each commissioner outlined briefly the work of his department. Nothing could have been done to enable the members to get better acquainted with the work in the various departments of their city administration.

This series of corking meetings was topped off with a Hallowe'en party, when was given an opportunity to let out some of the latent boyishness in the Rotarians. The club rooms were resplendent with beautiful decorations and the committee in charge worked out several original ideas.

PITTSBURGH Program for Year is Outlined

President McFarland of The Pittsburgh Rotary Club has outlined his program for the year under three headings. (1) Assimilation; (2) Making Rotarians out of our members; (3) Selling ourselves Pittsburgh.

Talks have been given by the Civic Committee—which has two of the nine members of the City Council—and by an outside speaker with a view of teaching Pittsburgh Rotarians facts about the city. This was in line with "Selling Ourselves Pittsburgh."

As an Assimilation stunt the B's and C's (those members whose name begins with B or C) had charge of the meeting November 10, and for a half hour entertained the members with slides of a grotesque nature. As each slide was shown a verse of "so-called" poetry about the member was read. The menu was printed with only such foods as begin with "B" or "C." Each member present was required to wear a foolish little hat provided by the B's and C's. Affairs of this nature will occur monthly until all members have taken part—each group having its own secret program.

A number of evening affairs (three) have been given by the entertainment committee which served to acquaint the members with the ladies.

Occasional meetings are held during which members speak as the "spirit" moves them and there are some spirited talks on these occasions.

(Continued on page 586)

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Write for the TUEC Book

The United Electric Co.

Canton, Ohio—Dept. R—Toronto, Can.

(WHAT THE CLUBS ARE DOING)
(Continued from page 584)

TACOMA Rotarians Put Thru Model Shipping Law

The City Commissioners of Tacoma at their meeting November 3 passed thru its third and final reading a new harbor ordinance governing the shipping and all matters pertaining to the management of Tacoma's harbor. This ordinance was the work of a committee appointed by the Rotary club, A. J. Ritchie, chairman, and is said by shipping men to be the best and most complete shipping ordinance in effect on the Pacific Coast.

ALBANY Pays Tribute to San Francisco Secretary

Secretary George S. DeRouville of the Albany Rotary Club writes to the editor:

"I feel that I must take the time to relate to you a little occurrence which shows the stuff that Rotarian secretaries are made of. It was the good fortune of the Albany Rotary Club to be connected with San Francisco by the transcontinental telephone line. There were many interesting features in connection with this event, and the San Francisco boys came to the front very nobly in making our meeting a success.

"Rusty Rogers sang our city song '*Albany, Dear Albany.*' to which our president responded with '*I Love You California.*' We had the pleasure also of being the first club to hear the new San Francisco President, Constant J. Auger, speak. But the thing which struck us all the most forcibly and showed the true worth of the man was the great sacrifice which Secretary Howard H. Feighner of the San Francisco club made to come to the Exposition Grounds and talk to us.

"Two days before Feighner had dislocated his hip, and at a cost of considerable pain and discomfort to himself, he got out to the Exposition Grounds on a pair of crutches, to keep his place on the program and give us the pleasure of hearing his voice. It would have been so easy for him to have used this as an excuse to stay away, that I think his self-sacrifice deserves a special mention as showing the true worth of the man and the desire to make good with his brothers in the east. We Albany Rotarians appreciate his action more than we can tell."

ALLENTOWN Rotarians Visit Clubs in Three Cities

Eleven members of the Allentown Rotary Club have just returned from visits to clubs in Camden, Atlantic City, and Philadelphia, participating in two luncheon meetings and a night monthly meeting. Secretary Tifft writes: "Guy Gundaker of Philadelphia ventures the opinion that a new record has been established for intercity relations by us on that trip. We traveled 275 miles by automobile in two days and were very cordially received. I know that this trip has done more for Rotary in Allentown than anything heretofore attempted. We certainly had our eyes opened as to the manner in which things are done in other clubs and we have returned with new enthusiasm."

JACKSON Rotary Club Buries "Hard Times"

Buries "Hard Times"
The burial of "Hard Times" was an unique stunt pulled off by the Rotary Club of Jackson during the
(Concluded on Page 588)

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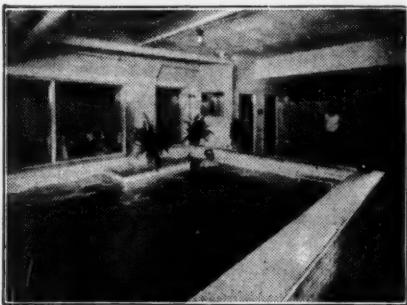
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HANGERS.

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—How better serve them than with a
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Mechanical Engineers and 30 years of practical business experience in Leather Goods

(WHAT THEY SAY ABOUT OUR PRESIDENT) (Concluded from page 588)

New opportunities for the accomplishment of things worth while for the state and district thru the co-operation of the various clubs were opened up to us and the prospects for the Cincinnati convention as disclosed by President Albert filled us with a desire to attend.

We believe all of us will be better Rotarians henceforth, both because of fuller information as to what an individual Rotarian and a Rotary club should do and of the larger inspiration we obtained from the various discussions and the addresses of President Albert, Vice-President Cornell and Governor Richardson.

By Paul H. Scholz

Secretary The Rotary Club of San Antonio

We were prepared to hear the ideal side of Rotary but President Albert exceeded our expectations in showing he is more than an idealist and a scholar—he is very decidedly an apostle of the new order of things in community life, a wholesome and constructive critic who gives service in the terms of enthusiasm and ideas to those who are working for the uplift of city life. We feel it is a blessing to San Antonio to have had him.

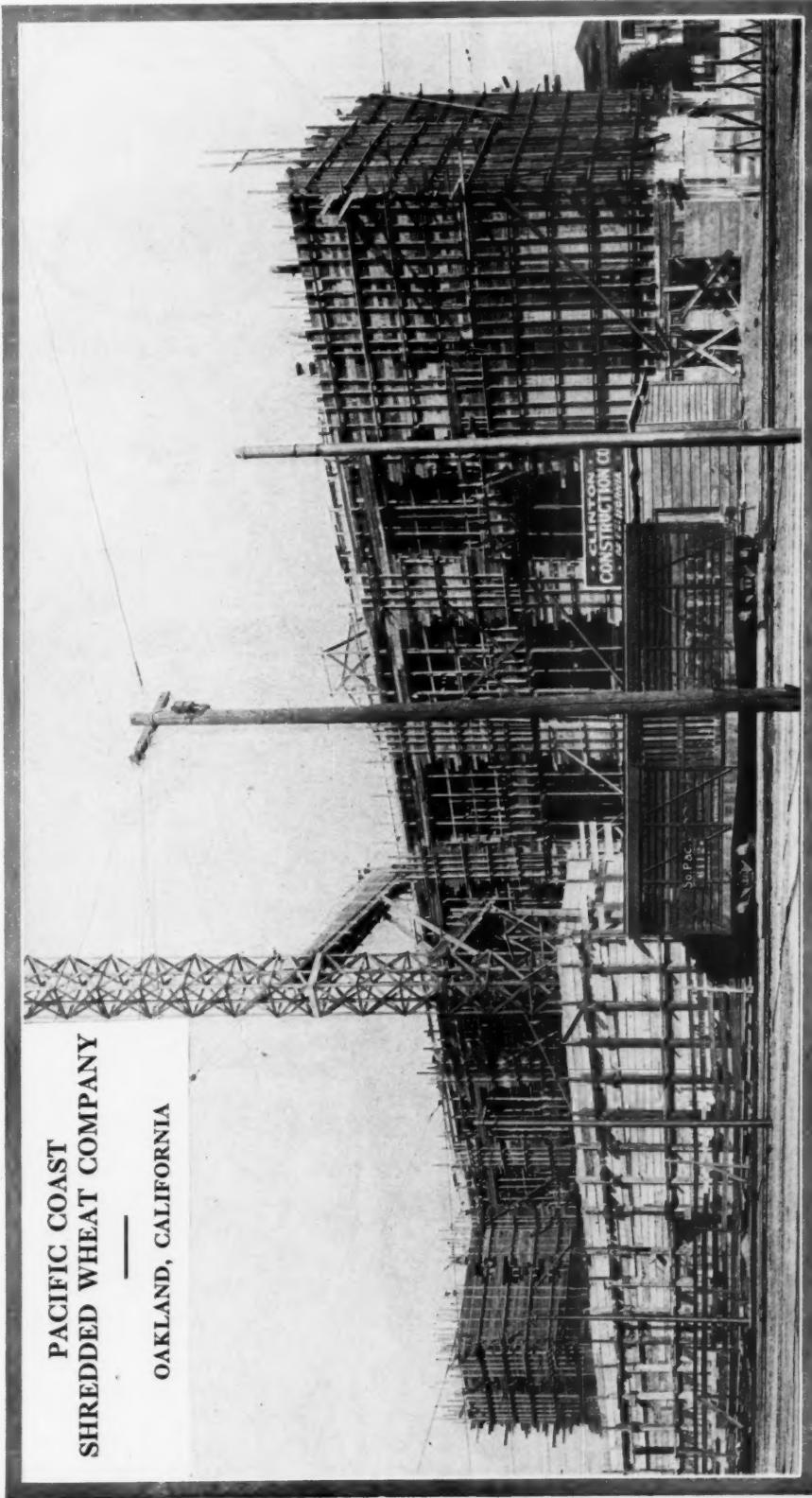
Along with the intellectual and ideal side of our President's nature we found him to possess a very genial and unusually pleasing personality. We were delighted and can't say too much in praise. Our only regret is that we can't have more of him.

Bert McLean, in the *Wheel of Fortune* had this to say of Albert: "President Albert came, saw and prescribed. He told us some of the things we must do if we are to make San Antonio as great a city as we want it to be. He cut to the quick as surely, as deftly, but as humanely as a skillful surgeon. It is rather a marvelous thing, and a tribute both to the man's personality and to his method, that not a soul has been heard to express offence at the sharpness of some of his criticisms. That, perhaps, is because they were all so obviously constructive.

"It was great that we could have him. He made as many friends as he had hearers. Every member felt that he is a credit to Rotary. Every member took a new grip upon himself in the determination that Rotary must, more than ever, be a credit to Albert."

PACIFIC COAST
SHREDDED WHEAT COMPANY

OAKLAND, CALIFORNIA



The Shredded Wheat Biscuit Company is now building this factory in Oakland, California. It will be a handsome concrete building—a show place surrounded by a semi-tropical park. This factory will supply eleven states west of the Rocky Mountains—as well as Australia and the Orient.

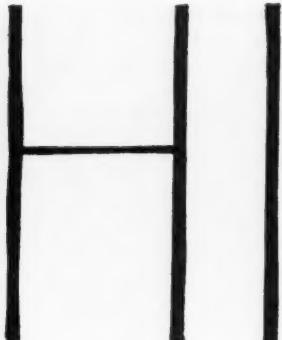
The Westinghouse Air Brake Company, the Western Electric Company, the General Electric Mazda Lamp Factory, the Standard Underground Cable Company and other concerns with national manufacturing and selling organizations have built their Pacific Coast factories here in Oakland because the junction of rail and water makes Oakland the natural distributing center on the Pacific Coast.

—OAKLAND ROTARY CLUB

CINCINNATI



RALPH A. TINGLE
PRESIDENT



FRITZ GALBRAITH, JR.
CHAIRMAN

ROTARY CONVENTION EXECUTIVE COMMITTEE



FRANK J. ZUMSTEIN



JOHN H. DICKERSON



GIDEON C. WILSON



WM. C. CULKINS

JULY 16-21 1916
THE CINCINNATI ROTARY CLUB
THE CINCINNATI CHAMBER OF COMMERCE

NOV 20 1924

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THE ROTARIAN

I. VII No. 1

JULY, 1915

Price 15 Cents

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ROTARY CLUBS
and
a Directory of
ROTARY HOTELS

—
COMMITTEES FOR 1915 CONVENTION
—

POST CONVENTION MOTOR TRIPS
(CONCLUDED)

Committees for 1915 Rotary Convention

Following is a list of the several committees, and the names and addresses of the members of each, that have been appointed to take care of the various phases of the Sixth Annual Convention of the International Association of Rotary Clubs at San Francisco and Oakland, July 18th to 23rd, 1915:

RESOLUTIONS COMMITTEE.

Chas. M. Elliot, Seymour & Elliot, Lumber, San Francisco, Calif.	William Gettinger, Chairman President Eaton & Gettinger, Printers, New York, N. Y.
W. J. O'Hea, Dist. Mgr. New York Telephone Co. Rochester, N. Y.	Frank P. Glass, Birmingham News, Birmingham, Ala.
Harry A. Olmsted, Southwestern Paper Co., Dallas, Texas.	A. R. McFarlane, Local Rep. Zimmermann Mfg. Co., Underwear, Vancouver, B. C.
A. W. Glessner, Pres. Excelsior Steel Furnace Co., Chicago, Ill.	Stuart Morrow, Sec'y The Rotary Club, London, England.
Geo. W. Duffus, Supt. The Bradstreet Company, Pittsburgh, Pa.	
Godfrey Morgan, Mgr. Spencer Kellogg & Sons, Grain Elevators, Operating, Buffalo, N. Y.	

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Bruce A. Carey	Gen. Mgr. Hamilton Cons'v'y of Music Hamilton, Ont.
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W. L. Sleigh, J. P.	Rossleigh, Ltd., Motor Engineer, Edinburgh, Scotland.

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Albert Diggs, Gen'l Fire Extinguisher Company, Baltimore, Md.	Wm. F. Black, City Clerk, Montgomery, Ala.

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A. P. Allingham, Imperial Life Assurance Co., St. John, N. B.	Fred Spoeri, Mgr. Pacific Tel. & Tel. Co., Portland, Ore.

CONVENTION PROGRAM AND TOPICS COMMITTEE.

Guy Gundaker, Chairman	
Asst. Mgr. Kugler's Restaurant Company, Philadelphia, Pa.	
H. R. Basford, Ruud Automatic Water Heaters, San Francisco, Cal.	David C. Farrar, Pres. Farrar Advertising Co., Pittsburgh, Pa.
John O. Knutson, Merchandise Broker, Sioux City, Iowa.	Chas. Y. McVey The Cuyahoga Telephone Co., Cleveland, Ohio.

OFFICIAL DIRECTORY INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

A Roster of the Officers of the Association and All Rotary Clubs



Headquarters, Chicago, U. S. A.

Suite 1014, No. 910 Michigan Avenue,
Telephone, Harrison 23; Cables, "Interrotary."

OFFICERS.

1914-1915.

President—Frank L. Mulholland, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

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John E. Shelby, 1816-1818 Second Ave., Birmingham, Ala., U. S. A.

W. D. Biggers, 1120 Penobscot Bldg., Detroit, Mich., U. S. A.

Robert H. Cornell, Chronicle Bldg., Houston, Texas, U. S. A.

F. C. Riggs, 23rd and Washington Sts., Portland, Ore., U. S. A.

W. A. Peace, 22 Victoria St., Toronto, Ontario, Canada.

Frank Higgins, 1118 Langley St., Victoria, B. C.

W. H. Alexander, 91 Donegall St., Belfast, Ireland.

Treasurer—R. F. Chapin, Union Trust Co., Tribune Bldg., Chicago, Ill., U. S. A.

Secretary—Chesley R. Perry, Suite 1014, No. 910 Michigan Ave., Chicago, Ill., U. S. A.

Sergeant-at-Arms—J. H. Conlon, 204 Wood St., Pittsburgh, Pa., U. S. A.

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1914-1915.

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Chas. N. Butcher, 255 Barrington St., Halifax, N. S.

Wm. Gettinger, 263 9th Ave., N. Y., N. Y., U. S. A.

Gordon L. Gray, 416 Union Bank Bldg., San Diego, Calif., U. S. A.

Gratton E. Hancock, 1635 Champa St., Denver, Colo., U. S. A.

Arch C. Klumph, 1948 Carter Road, S. W. Cleveland, Ohio, U. S. A.

George E. Leonard, 407 Bisbee Bldg., Jacksonville, Fla., U. S. A.

W. E. Morton, American Nat. Bank Bldg., Richmond, Va., U. S. A.

Frank L. Mulholland, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

J. S. Proctor, 32 Royal Exchange Sq., Glasgow, Scotland.

Jesse M. Tompsett, 1602 Locust St., St. Louis, Mo., U. S. A.

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Glenn C. Mead, 818 Real Estate Trust Bldg., Philadelphia, Pa., U. S. A.

Russell F. Greiner, 10th and Central Sts., Kansas City, Mo., U. S. A.

COMMITTEES 1914-1915.

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Guy Gundaker, Chairman, 1412 Chestnut St., Philadelphia, Pa., U. S. A.

Constitution and By-Laws.

Arch C. Klumph, 1948 Carter Road, Cleveland, Ohio, U. S. A.

Resolutions.

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Transportation.

Hugh G. L. Campbell, Chairman, 536 Nicholas Bldg., Toledo, Ohio, U. S. A.

British Association of Rotary Clubs.

President—W. H. Alexander, 91 Donegall St., Belfast, Ireland.

Hon. Secretary—Thos. Stephenson, 6 South Charlotte St., Edinburgh, Scotland.

AFFILIATING ROTARY CLUBS.

Arranged in this directory in three Divisions: United States, Canada, Great Britain and Ireland.

United States.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

AKRON (Ohio).

Club No. 107. Organized 17 February, 1914. President—H. A. BAUMAN, B. F. Goodrich Co., Druggists' Sundries, 41 Conger Ave. Secretary—G. N. HAWKINS, Sec. and Treas. The Lyman-Hawkins Lumber Co., 440 S. Main St. Luncheons fourth Monday in month at Hotel Portage. Meetings, second Monday of each month at 6:00 p. m., at Portage Hotel.

ALBANY (N. Y.).

Club No. 68. Organized 15 April, 1913. President—CHARLES M. WINCHESTER, V. P., and Gen. Mgr. J. B. Lyaas Co., Printers, Lyon Block. Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale Hats and Caps, 472 Broadway. Phone, Main 2530. Meetings every Friday at 1 p. m., Hotel Ten Eyck.

ALLENTOWN (Penn.).

Club No. 121. Organized 3 April, 1914. President—RICHARD W. IOBST, Lawyer, 534 Hamilton St. Secretary—G. FRANK TIFFT, Supt., Bradstreet Co., Mercantile Agency, 301 Hunsicker Bldg. Luncheons are held on Friday of each week at the Hotel Allen at 12:15 p. m., except third week in each month when monthly meeting is held in the evening at such time and place as the directors may designate. HOTEL: Hotel Allen, American. Rates \$2.50 to \$5.00. C. W. Masters, Mgr.

ASHEVILLE (N. C.).

Club No. 152. Organized 29 January, 1915. President—GEO. E. LEE, Insurance and Bonds, Room 6, Paragon Bldg. Secretary—PERRY D. COBB, Office Equipment, 78 Patton Ave. Luncheons every Thursday at 1 p. m. at Langren Hotel.

ATLANTA (Ga.).

Club No. 70. Organized 2 July, 1913. President—ALBERT S. ADAMS, B. M. Grant & Co., Real Estate & Renting, 204 Grant Bldg. Secretary—L. D. HICKS, Adv. Mgr. Southern Ruralist, Farm Journals, 116 E. Hunter St. Club Headquarters, 910 Third National Bank Bldg. Luncheons first and third Tuesday in each month at one o'clock p. m. at the Winecoff Hotel.

ATLANTIC CITY (N. J.).

Club No. 141. Organized 5 January, 1915. President—JOS. McNAMEE, Marine Trust Co. Secretary—DR. J. S. LOGUE, Physician-Osteopath, New York Ave. and Boardwalk. Luncheons every Tuesday, except 1st Tuesday in month, at Schlitz's Hotel, at 1 p. m. Meetings held 1st Tuesday in month at Strand Hotel.

AUBURN (N. Y.).

Club No. 163. Organized 12 April, 1915. President—W. J. HENRY, Pres. Henry & Allen Co., Mfr. Agricultural Implements, Phone 13, Res. Phone 3. Secretary—E. P. KOHL, Advertising Mgr., Columbian Rope Co., 31 Williams St. Phone 780. Res. Phone 1067. Club Headquarters, Osborne House, Phone 94. Luncheons every Monday at 12:10 p. m. (except July and August) in Palm Room, Osborne House.

AUGUSTA (Ga.).

Club No. 138. Organized 23 September, 1914. President—JAS. M. HULL, JR., Cumming & Hull, Attorney, Montgomery Bldg. Secretary—MARION G. RIDGELY, Ellis & McIntosh Sts. Phone 667. Luncheons held every Wednesday at 2:15 p. m., at Albion Hotel.

AUSTIN (Texas).

Club No. 63. Organized 1 March, 1913. President—W. H. RICHARDSON, JR., Pres. W. H. Richardson & Co., Hardware. Mail address P. O. Box 33. Secretary—J. W. EZELLE, Dist. Mgr. The Southwestern Tel. & Tel. Co. Mail address P. O. Box 956. Club headquarters at office of secretary, Telephone Bldg. 410 Congress Ave. Luncheons every Thursday at 1 p. m. at Driskill Hotel.

BALTIMORE (Md.).

Club No. 48. Organized 3 January, 1912. President—JOHN B. BERGER, Pres. Baltimore Cooperage Co., Tanks and Cooperage, Leadenhall and Ostend Sts. Phone, South 889. Res. Phone Mt. Vernon 1570.

Secretary—ERNEST R. GORSUCH, Pres. The Gibson and Price Co., Furniture. 1918 E. Fayette St. Phone, St. Paul 153 and Wolfe 6333. Res. Phone Walbrook 1598.

Club Headquarters, Hotel Rennert, Liberty and Clay Streets. Phone, St. Paul 1800. Luncheons every Tuesday at 1 p. m. in rear Main Dining Room Hotel Rennert.

HOTEL: Rennert, Liberty and Saratoga St. \$1.50 per day and up. \$2.00 per day and up with bath. European plan.

BAY CITY (Mich.).

Club No. 134. Organized 14 April, 1914. President—Wm. F. Jennison, Jennison Hdw. Co. Phones Bell 110, Valley 156. Res. Phone Bell 427.

Secretary—Jas. C. McCabe, Secy. Bay City Board of Commerce. Phone Bell 1646, Valley 646. Res. Phone Bell 822.

Luncheons every Tuesday at 12:15 p. m. at Bay City Club.

BEAUMONT (Texas).

Club No. 72. Organized 26 February, 1913. President—MARSHALL G. MUSE, Mgr. Rosenthal Dry Goods Co.

Secretary—W. V. Neal, Mgr. Jefferson Co. Traction Co. Meetings held Wednesday of each week at Hotel Crosby.

BINGHAMTON (N. Y.).

Club No. 64. Organized 7 March, 1912.

President—H. E. WOODWARD, Proprietary Remedies, Herald Building.

Secretary—CLARENCE L. FRENCH, Hospital Supplies, 512 Press Bldg.

Luncheons Wednesday 12:30 to 1:30 p. m.

Meetings last Wednesday of month at 6:15 p. m.

BIRMINGHAM (Ala.).

Club No. 56. Organized 10 February, 1913.

President—J. D. MOORE, Moore-Handley Hardware Co. Main 7741.

Secretary—JOHN C. HENLEY, care Birmingham Publishing Co., 1705 3rd Ave.

Assistant Secretary—OLIVER COX, Cable Bldg., 1818 Second Ave. Phone 4078. (Address all communications to Mr. Cox.)

Luncheons each Wednesday, except third Wednesday of month, at Tutwiler Hotel, at 1 p. m.

Meetings held third Wednesday of each month at 12:30 p. m. at Tutwiler Hotel.

BLOOMINGTON (Ill.).

Club No. 159. Organized 12 March, 1915.

President—CHAS. F. J. AGLE, Feed, 209 S. Center St.

Secretary—J. A. PERKINS, Gas, Light & Power, 316 N. Main St.

Meetings held every Thursday at 12:15 p. m. at Illinois Hotel.

BOSTON (Mass.).

Club No. 7. Organized 27 December, 1909.

President—LESTER P. WINCHENBAUGH, Prop. Wholesale & Retail, High Grade Papers, 93 Federal St.

Secretary—RALPH G. WELLS, John Hancock Bldg. Club Headquarters, 178 Devonshire Street, Room 213. Phone, Ft. Hill 1715.

Luncheons every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings second Monday each month 6:30 p. m. Hotel Nottingham. No meetings during summer months.

BROOKLYN (N. Y.).

Club No. 106. Organized 14 August, 1913.

President—Chas. Jerome Edwards, Mgr. Equitable Life Ins. 204 Montague St.

Secretary—C. H. BAINBRIDGE, Proprietor, Plate Glass Insurance, 150 Montague St.

Meetings held second and fourth Thursdays of each month for luncheon, 1 p. m., at the Hotel Bossert.

BUFFALO (N. Y.).

Club No. 28. Organized 15 May, 1911.
 President—CHRISTOPHER G. GRAUER, Sec'y. Otto Ulrich Co., Booksellers, Stationers and Engravers, 386 Main St. Phones, Federal 127; Bell, Seneca 717.
 Secretary—GODFREY MORGAN, Mgr. Spencer Kellogg & Sons, Operating Elevators, 1101 Chamber of Commerce, Phone, Bell-Seneca 1685.
 Club Headquarters at office of Secretary.
 Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler.

BUTTE (Mont.).

Club No. 140. Organized 1 July, 1914.
 President—DR. T. C. WITHERSPOON, Murray Hospital, Quartz and Alaska Streets.
 Secretary—CHAS. AUSTIN, c/o Chamber of Commerce, Luncheons every Thursday at 12:30 p. m. at "Gamers."

CAMDEN (N. J.).

Club No. 59. Organized 3 December, 1912.
 President—JOSHUA C. HAINES, Prop. Camden Van Co., Storage & Moving, 610 Walnut St. Phone, Bell 414 A; Res. Keystone, 588.
 Secretary—WM. A. STEWART, Secy. & Treas., Moffett & Stewart, Inc., Architects, 30 N. 3rd St. Phone Bell 1535. Res. Phone Bell 1792.
 Luncheons every Tuesday in each month, except 1st Tuesday at 12 m. at Garden Hotel. Monthly meetings 1st Tuesday of month at 6 p. m. (except July and August) at the places of business of the different members.

CANTON (Ohio).

Club No. 146. Organized 8th January, 1915.
 President—C. R. McLEAN, Mgr. The Bradstreet Co., 912 22nd St. N. W. No. 502 both phones. Res. Phone 2982.
 Secretary—L. S. McCONNELL, Partner The Miller-McConnell Co., 213 Tuscarawas St. W. Phones Stark 1546; Bell Phone 930. Res. Phone Stark 7220L.
 Luncheons every Monday at 12 m. at either the Courtland Hotel or Bender's Hofbrau Haus.
 Dinners first Friday of month at 6 p. m. at either the Courtland Hotel or Bender's Hofbrau Haus.

CEDAR RAPIDS (Ia.).

Club No. 118. Organized 6 April, 1914.
 President—LUTHER A. BREWER, Publisher Torch Press, 4th Ave and 3rd St.
 Secretary—THOS. B. POWELL, Powell & Robbins, Attorneys, 813 American Trust Bldg.
 Meetings held every Monday at 12:15 p. m., Montrose Hotel.

CHATTANOOGA (Tenn.).

Club No. 103. Organized 2 January, 1914.
 President—OTTO K. LeBRON, Edwards & Lebron, Jeweler, 805 Market St. Phone Main 1835. Res. Phone Hemlock 1200.
 Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke Printing Co., 810 Chestnut St. Phone Main 191.
 Luncheons every Thursday of each month, at 12:10 p. m. at Hotel Patten.
 Meetings held third Thursday of each month, at 6:45 p. m., at Hotel Patten.

CHICAGO (Ill.).

Club No. 1. Organized 23 February, 1905.
 President—HERBERT C. ANGSTER, Pres. Chicago Well Supply Co., 228 W. Ontario St. Phone, Superior 2261.
 Asst. Secretary—E. V. ACKERMAN, 19 S. LaSalle St. Phone, Randolph 608.
 Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608.
 Club dinners 2nd and 4th Thursdays, 6:30 p. m. at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph.
 HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.
 HOTEL: Gladstone, Kenwood Ave. and 62nd St. (South Side.) Rooms with private bath \$7, \$8 and \$9 per week.

CINCINNATI (Ohio).

Club No. 17. Organized 15 September, 1910.
 President—F. W. GALBRAITH, JR., The Western Paper Goods Co., Tobacco Bags, Third and Lock Sts. Phone, Canal 2346.
 Secretary—CHAS. B. WILBERDING, Tailor, 205 Neave Bldg. Phone, Main 3922.
 Club Headquarters and Secretary's office, 205 Neave Bldg. Phone, Main 3922.
 Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

CLEBURNE (Texas).

Club No. 110. Organized July, 1913.
 President—J. H. HESS, Freight Agent, G. C. & S. F. Ry. Co., G. C. & S. F. Freight Depot.

Secretary—CECIL HORNE, Editor Cleburne Morning Review and Johnson County Review. Printers, Publishers, and Stationers, 11 West Henderson St. Luncheons held every Thursday at 12:45 at Hotel Raymond.

CLEVELAND (Ohio).

Club No. 18. Organized 1 December, 1910.
 President—CHAS. Y. McVEY, The Cuyahoga Telephone Co., Telephone Service, Electric Bldg. Phone Central 31.
 Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles, 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168. Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phones, Central 23 and Prospect 75. Weekly luncheon every Thursday at 12 o'clock in Lattice Room of Hotel Statler.
 Monthly banquets and business meetings held every second and Monday in each month at various hotels and clubs.

COLUMBUS (Ohio).

Club No. 38. Organized January, 1912.
 President—JAS. T. DANIELS, Central Union Telephone Company.
 Secretary—HERBERT SHERWOOD WARWICK, Dept. Mgr. Chamber of Commerce, 36 E. Broad St. Luncheons first, second and third Tuesdays of month at 12 m., Green Joyce Co. Garden Tea Room. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.

CORPUS CHRISTI (Texas).

Club No. 125. Organized 16 June, 1914.
 President—J. M. NIX, Mgr. Hotel Nueces, 604 N. Chaparral St.
 Secretary—H. H. EDWARDS, Mgr. Corpus Christi Printing Co., 311 Mesquite St.
 Luncheons every Thursday at 12:30 p. m. Nueces Hotel.

COUNCIL BLUFFS (Ia.).

Club No. 153. Organized 23rd February, 1915.
 President—C. C. LYON, c/o Council Bluffs Stock Remedy Co., 1802 W. Broadway.
 Secretary—C. H. WOODWARD, John G. Woodward & Co., Wholesale Confectioners, 211-15 Broadway. Luncheons every Friday (except last Friday in month) at 12:15 p. m. at Hotel Grand.
 Meetings last Friday of month at 6:15 p. m.

DALLAS (Texas).

Club No. 39. Organized May, 1911.
 President—Robt. L. Thornton, Secy.-Mgr. United Land & Bldg. Co., 1003 Main St. Bell Phone Main 1300. Res. Phone Haskell 1457.
 Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg. Phone Main 5488. Res. Phone Haskell 1636.
 Meetings held on Thursday at 12:15 p. m., Oriental Hotel.
 HOTEL: New Oriental. American \$3.00 and up. European \$1.50 and up. Otto Herold, Mgr.

DAVENPORT (Iowa).

Club No. 34. Organized 10 November, 1911.
 President—OSWALD BECKER, Dist. Mgr., Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone 4091-L. Res. Phone Dav. 3640.
 Secretary—GEO. A. PRIDE, c/o Royal Typewriter Co., 301 Central Office Bldg. Phone 270. Res. Phone Dav. 3778-L.
 Club Headquarters at office of Secretary.
 Luncheons held every Monday at 12 m. at the Hotel Blackhawk, except the 1st Monday in month when it is held at the Commercial Club.

DAYTON (Ohio).

Club No. 47. Organized 14 May, 1912.
 President—J. A. OSWALD, Pres. The Kidder-Oswald Company, Mfg. Contractor, 5th and Norwood Streets. Phone, Main 45.
 Secretary—GEO. S. BLANCHARD, President Blanchard and Structural Products Co., 614 Schwind Bldg. Phone, Main 622.
 Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.
 HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

DENVER (Colo.).

Club No. 31. Organized 25 October, 1911.
 President—W. J. SPRAY, Spray Coffee & Spice Co., 639 15th St. Phone, Main 2040.
 Secretary—E. W. BROOKS, The Smith-Brooks Printing Co., 1347 California St. Phone Main 498.
 Club Headquarters at office of Secretary.
 Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

DES MOINES (Iowa).

Club No. 27. Organized 1 May, 1911.
 President—A. P. RAINSBURG, c/o Register & Leader. Printer, 127 4th St. Phone, Walnut 320.

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—July

Secretary—LLOYD H. WADDELL, Des Moines Duplicating Co., 404-08 Securities Bldg. Phone, Walnut 2240.

Club Headquarters, 404-08 Securities Bldg. Meetings held at Savery Hotel every other Thursday.

DETROIT (Mich.).

Club No. 16. Organized July, 1910. President—EDWARD N. HINES, County Road Commissioner, Good Roads, 46-48 Larned St., E. Phone, Main 3167.

Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mnfrs., 906 Majestic Bldg. Phone, M-187.

Club Headquarters maintained at office of Secretary. Luncheons every Wednesday at 12:30 p. m. at Hotel Statler.

DULUTH (Minn.).

Club No. 25. Organized 11 February, 1911. President—E. N. WHYTE, President Curry & Whyte Co., Wholesale Forest Products, 511 Lyceum Bldg. Phone Melrose 1838.

Secretary—WM. M. GRAVATT, Wm. M. Gravatt & Co., 205 Lonsdale Bldg., cor. 3rd Ave. W. and Superior St. Phone Melrose 142 and Grand 466.

Club Headquarters maintained at office of Secretary. Luncheons each Thursday at various places at 12 m. except on the last Thursday of each month when a dinner is held at 6:30 p. m.

EASTON (Penna.).

Club No. 149. Organized 11 February, 1915. President—W. M. HEIBERGER, Vice-Pres. and Gen. Mgr. Northampton Traction Co., 239 Northampton St.

Secretary—W. E. CHURCHMAN, Prop. Churchman Business College, 303 Northampton Nat'l Bk. Bldg. Luncheons every Thursday at 12:15 p. m. at Seip's Cafe.

EL PASO (Texas).

Club No. 119. Organized 9 April, 1914. President—A. E. ROWLANDS, Burroughs Adding Machine Co., P. O. Box 702.

Secretary—J. R. SEGALL, El Paso Optical Co., 108 Texas St.

Meetings held every Thursday at 12:15 p. m. at the Rotary Grill in the Sheldon Hotel.

ERIE (Penna.).

Club No. 91. Organized 8 September, 1913. President—JAMES RUSSELL, Secy. and Treas. Harper & Russell, Real Estate, 731 State St. Phones Mutual 134 and Bell 723W.

Secretary—A. M. CASSEL, Pres. Erie Business College, Business College, 12 W. 9th St. Phone Mutual 1495. Weekly luncheon and meeting of club is held each Wednesday at 12:30 p. m. at the Lawrence Hotel.

EVANSVILLE (Ind.).

Club No. 102. Organized 9 December, 1913. President—R. H. PENNINGTON, R. H. Pennington & Co., Wholesale Produce, 1 Ll., 8th St. Phone 4646.

Secretary—A. W. SEVRINGHAUS, Purchasing Agent Parsons-Scoville Co., Wholesale Groceries, 915 Main St. Luncheon every Tuesday at 12:15 at St. George Hotel.

FORT WAYNE (Ind.).

Club No. 154. Organized 5 January, 1915. President—MARTIN LUECKE, O'Rourke & Luecke, Attorney, Tri State Bldg. Phone 255.

Secretary—FRANK E. BOHN, Asst. Gen. Mgr. Home Telephone & Telegraph Co. Phones 119 or 1111. Club Headquarters at The Commercial Club.

Luncheons each Wednesday at 12:15 p. m. at Commercial Club.

Meetings first Monday of each month at 6:30 p. m.

FORT WORTH (Texas).

Club No. 75. Organized 11 March, 1913. President—J. F. HENDERSON, Mgr. Southwestern Telegraph & Telephone Co., Southwestern Telegraph and Telephone Bldg., Cor. Tenth & Throckmorton Sts. Phone Lamar 62.

Secretary—ADAMS B. VERA, Vera-Reynolds, Fire Insurance, 404 Reynolds Bldg. Phone, Lamar 1037. Luncheons every Friday 12:15 to 1:30 p. m. at Metropolitan Hotel.

HOTEL: Metropolitan, 8th to 9th Sts. European. \$1.00 and up.

GALESBURG (Ill.).

Club No. 133. Organized 29 April, 1914. President—CHAS. W. HOYT, Supt. O. T. Johnson Co., Main St.

Secretary—FREDERICK C. WEBSTER, Insurance and Real Estate. Holmes Bldg. Headquarters at Galesburg Club Bldg.

Luncheons held first and third Thursday at 12 m. Meetings held second and fourth Thursday at 6:30 p. m.

GALVESTON (Texas).

Club No. 73. Organized 8 February, 1913.

President—FRANK A. ALLEN, T. B. Allen & Co., Wholesale Lumber and Staves, Security Bldg.

Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700.

Meetings held Wednesday of each week at 12:30 p. m. Hotel Galvez.

HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.

GRAND RAPIDS (Mich.).

Club No. 77. Organized 26 March, 1913.

President—S. EUGENE OSGOOD, Architect, G. R. Herald Bldg.

Secretary—ALBERT L. HAMMER, Commercial Credit Co., Murray Bldg.

Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe.

HAGERSTOWN (Md.).

Club No. 105. Organized 14 January, 1915.

President—C. G. Triesler, Supt. Metropolitan Life Ins. Co., 16 W. Washington St. Bell Phone Hagerstown 9005.

Secretary—Mark Mellor, Dist. Mgr. Ches. & Pot. Tel. Co., 33 S. Jonathan St. Bell Phone Hagerstown 1044. Luncheons held second and fourth Thursday at 12:30 p. m. at country Club.

HARRISBURG (Penna.).

Club No. 23. Organized 3 May, 1911.

President—ARTHUR D. BACON, Pres. and Gen. Mgr. D. Bacon Co., Wholesale Confectionery, 435 S. Cameron St. Phones, Bell 57 and Cumb. 326.

Secretary—WM. M. ROBISON, Loial Mgr. Insurance Co. of North America. Fire Insurance, 406 Telegraph Bldg. Phones, Bell 2072 and Cumb. 236x.

Club Headquarters at office of Secretary.

Meetings held on 1st and 3rd Tuesdays of month at various places.

HARTFORD (Conn.).

Club No. 26. Organized 6 December, 1910.

President—F. G. Macomber, 11 Central Row.

Secretary—M. C. Manternach, 74 Union Pl. Meetings held 2nd Wednesday of each month at various hotels.

HAVERHILL (Mass.).

Club No. 167. Organized 18 September, 1914.

President—WM. E. HOW, Stationery, 27 Washington Sq. Secretary—RAYMOND F. PAGE, Treas., Page Taxicab Co., 62 Elm St.

HIGHLAND PARK (Mich.).

Club No. 161. Organized 8 March, 1915.

President—JOSEPH F. CRUSOE, Special Agent Sun Life Assurance Co., 2940 Woodward Ave. Phone, Hemlock 2084.

Secretary—HARRY A. SISSON, Bus. Mgr. Highland Park Times, 11 Davison Ave. Phone Hemlock 2216. Luncheons held each Tuesday at 12:30 p. m. at Brown's Highland Park Creamery, 2941 Woodward Ave.

HOUSTON (Texas).

Club No. 53. Organized 30 August, 1912.

President—Geo. W. HAWKINS, Automobile Supplies, Carter Bldg. Phone P. 9090.

Secretary—GEO. M. WOODWARD, Good Texas Lands, 209 Lumberman's Bank Bldg.

Club Headquarters, 209 Lumberman's Bank Bldg. Luncheon and Meeting every Thursday at 12:15 p. m. Banquet Room (9th floor) Hotel Bender.

HOTEL: The Bender, Main and Walker. \$1.00 to \$4.00 daily, European plan. B. S. Swearingen, Managing Director.

INDIANAPOLIS (Ind.).

Club No. 58. Organized 17 February, 1913.

President—W. E. PITTSFORD, Pres. Pittsford Purity Pie Co., 1420 N. Senate Ave. Phone, New 3315; Main 1515.

Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford, 38 S. Meridian St. Both Phones, 310.

Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

ITHACA (N. Y.).

Club No. 166. Organized 10th February, 1914.

President—JOHN S. SHEARER, Prof. of Physics & X-Ray Cornell University, 608 E. Seneca St.

Secretary—WALTER G. COBB, Retail Hardware, 127 E. State St.

Luncheons held first and third Tuesday at 1:15 p. m. at Ithaca Hotel.

JACKSON (Miss.).

Club No. 144. Organized 29 July, 1914.

President—ROBT. E. KENNINGTON, Prop., Kennington's Chain of Stores, E. Capitol & Congress.

Secretary—PAUL J. TATOM, Prop. Tatom Shoe Co., 415 E. Capitol St. Luncheons every Wednesday from 1 to 2 p. m. at Hotel Edwards.

JACKSONVILLE (Fla.).

Club No. 41. Organized 14 February, 1912. President—GEORGE E. LEONARD, Real Estate, Bissell Bldg. Phone 211.

Secretary—R. T. ARNOLD, Treas. Arnold Printing Co., 224 E. Forsyth St. Phone, 3462. Headquarters, 202 Clark Bldg.

Luncheons 2nd and 4th Tuesday at one o'clock. Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

JOLIET (Ill.).

Club No. 78. Organized November, 1910. President—JOHN B. ANDERSON, Attorney-at-Law, 1st National Bank Bldg., c/o Oliver Realty Co. Phone 556. Secretary—EDWIN B. LORD, Lord Manufacturing and Merchandising Company, 201 Ottawa St. Phone 3744.

Luncheons every Tuesday at 12 m. Rotary Banquet Room Hobbs Cafe. Meetings on last Thursday night of each month at 7:00 p. m. at Commercial Club.

KALAMAZOO (Mich.).

Club No. 142. Organized 29 December, 1914.

President—GEO. B. PULFER, Kalamazoo Corset Co., Cor. Eleanor and Church Streets.

Secretary—GEO. P. WIGGINTON, Kalamazoo Loose Leaf Binder Co., 320 W. Kalamazoo Ave. Luncheons every Tuesday at 12:15 p. m. at Park American Hotel.

KANSAS CITY (Mo.).

Club No. 13. Organized 30 April, 1910.

President—W. U. LOVITT, Smith, Rea & Lovitt, Architects, 602 Finance Bldg. Both phones, M. 1846.

Secretary—ALBERT PICO, Gen. Agt. United Autographic Register Co., Duplicating Registers for Bills of Lading, etc., 317 Shukert Bldg. Phones Bell, G. 1584; Home, M. 1360.

Club Headquarters, 622 Shukert Bldg. Address all communications to Asst. Secy. Franklin Moore.

Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

LIMA (Ohio).

Club No. 143. Organized 19 January, 1915.

President—W. H. MOORE, c/o The Gramm-Bernstein Co.

Secretary—L. S. GALVIN, Newspaper Publisher, 121 E. High St.

Luncheons every Monday (except fourth Monday in month) from 11:45 a. m. to 1 p. m. in the Rose Room, Hotel Norval.

Meetings held fourth Monday of month at 6 p. m.

LINCOLN (Neb.).

Club No. 14. Organized 6 June, 1910.

President—R. O. CASTLE, Castle, Roper & Matthews, Undertakers, 1319 "N" St.

Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St. Club Headquarters at office of Secretary.

Meetings every Tuesday noon at Lincoln Hotel. HOTEL: Lincoln Hotel, European, 9th and P Sts., Rotary Hotel, F. J. Richards, Mgr.

LITTLE ROCK (Ark.).

Club No. 99. Organized 14 January, 1914.

President—K. A. ENGLE, Bus. Mgr. Arkansas Democrat.

Secretary—S. M. BROOKS, S. M. Brooks Adv. Agency, Ad Writer and Counsellor, 808 State Bank Bldg. Phone 1326.

Meetings are held at 12:30 p. m., Marion Hotel on Thursdays.

LOS ANGELES (Calif.).

Club No. 5. Organized 29 June, 1909.

President—SYLVESTER L. WEAVER, Pres. Weaver Roof Co., 339-41 E. 2nd St. Phones F2855 and Bdw 784.

Secretary—H. C. WARDEN, 301-2 Delta Bldg. Phones, Home, F7343; Sunset, Main 7343.

Club Headquarters, 301-2 Delta Bldg., 426 S. Spring St. Club meets every Friday for luncheon at Alexandria Hotel.

HOTEL: Hollenbeck, Spring and Second Streets, 500 rooms, 300 baths. Rates, \$1.00 and up. Excellent cafe.

LOUISVILLE (Ky.).

Club No. 45. Organized 14 June, 1912.

President—FRANK T. BUERCK, Sales Mgr. Courier Journal Job Printing Co. Phones Main 67 and City 67.

Secretary—S. A. CAMPBELL, Agt. Cumberland Gap Dispatch, Fast Freight from Eastern Cities, 1008 Columbia Bldg.

Club Headquarters at office of Secretary. Luncheons every Thursday at 12:15 p. m. at Hotel Watters, with the exception of the last Thursday in month, when meeting is held at 6:30 p. m.

MACON (Ga.).

Club No. 104. Organized 7 January, 1914.

President—MALCOLM D. JONES, Partner Miller & Jones, Attorneys, 1015 Ga. Life Bldg.

Secretary—W. G. BILLINGS, Agt. Whitehead-Hoag & Co., 1009 Georgia Casualty Bldg.

Luncheons held at Hotel Lanier every Wednesday at 1 p. m.

MADISON (Wis.).

Club No. 71. Organized 3 April, 1913.

President—JOHN ST. JOHN, Secretary Madison Gas & Electric Co., 120 E. Main St. Phone 4400.

Secretary—F. W. HUELS, Motorcycles, 115 State St. Phone, 127.

Meetings every Thursday at 12:30 p. m., at Madison Club.

MCALISTER (Okla.).

Club No. 164. Organized 1 August, 1914.

President—ELMER HALE, Hale-Halsell Gro. Co., Wholesale Groceries.

Secretary—CLYDE COON, The Clyde Coon Co. General Insurance, 108½ N. Second St.

Luncheons held each Tuesday at 12 m. at Busby Hotel.

MCKEESPORT (Pa.).

Club No. 115. Organized 12 December, 1913.

President—JNO. A. RUSSELL, Builders' Supply Co., 4th and Water Streets.

Secretary—R. W. JUNKER, Real Estate & Insurance, 508 People's Bank Bldg.

Meetings every other Thursday at 6 p. m. at the various down town places.

MEMPHIS (Tenn.).

Club No. 96. Organized 22 January, 1914.

President—J. J. THORNTON, JR., Supt., The Bradstreet Co., Central Bank Bldg. Phone, Main 5130, Hemlock 543.

Secretary—G. O. WARING, Snow, Church & Co., Collections and Adjustments, 906 Exchange Bldg. Phones Main 640 and Hemlock 22.

Club Headquarters at 724 Exchange Bldg. Phone Main 640.

Luncheons every Tuesday from 12:30 to 1:30 at Hotel Chisca, with the exception of the last Tuesday in month, when the meeting is held at 6:30 p. m.

MILWAUKEE (Wis.).

Club No. 57. Organized 29 January, 1913.

President—M. C. POTTER, Supt. Milwaukee Public Schools, Tenth and Prairie Sts.

Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127.

Club Headquarters, Room 26, Hotel Pfister. Phone, Main 3920.

Club luncheons held every Monday at the Hotel Pfister, 12:15 p. m.

MINNEAPOLIS (Minn.).

Club No. 9. Organized 18 February, 1910.

President—LEON C. WARNER, Pres. & Mgr. Warner Hardware Co., 13 S. 6th St.

Secretary—HERBERT U. NELSON, Secy. Citizens' Club, 2010 Minnehaha Ave. So.

Club Headquarters at 15 S. 6th St.

Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis most up-to-date hotel.

MOBILE (Ala.).

Club No. 120. Organized 14 May, 1914.

President—PALMER PILLANS, Admiralty Lawyer, 710-13 Van Antwerp Bldg.

Secretary—DR. H. W. TAYLOR, Optometrist, 207 Michigan Ave.

Luncheons every Thursday at 1 p. m. at the Rotary Room of Cawthon Hotel.

MOLINE (Ill.).

Club No. 131. Organized 29 September, 1914.

President—RICHARD S. HOSFORD, Office Mgr. Deere & Co. Implement Mfg. Phone 4.

Secretary—WM. H. SCHULZKE, Architect, 610 Peoples Bank Bldg. Phone 281.

Club Headquarters at office of Secretary.

Luncheons every Wednesday at 12:10 p. m. at Manufacturer's Hotel.

MONTGOMERY (Ala.).

Club No. 86. Organized 17 October, 1913.
 President—RALPH D. QUISENBERRY, Southern
 Syrup Co., Syrup Refinery.
 Secretary—W. F. BLACK, City Hall.
 Meetings held on Wednesdays at 1 p. m. at Exchange
 Hotel.

MUSKOGEE (Okla.).

Club No. 87. Organized 26 September, 1913.
 President—CHAS. W. DAWSON, Architect, 412 Iowa
 Bldg.
 Secretary—JOHN A. ARNOLD, Accountant, 528-529
 Flynn-Ames Bldg.
 Club Luncheons held every Thursday at 12:15 p. m.
 at Severs Hotel.

NASHVILLE (Tenn.).

Club No. 94. Organized 25 November, 1913.
 President—HAMILTON LOVE, Pres. Love, Boyd &
 Co., Lumber, Shelby Ave. & River. Phone Main 1077.
 Secretary—HOUSTON W. FALL, Pres. Fall's Business
 College, Commercial School, 8th Ave. and Broad-
 way. Phone Main 1823.
 Luncheon every Tuesday at 12:15 at Hotel Hermitage.

NEWARK (N. J.).

Club No. 49. Organized September, 1910.
 President—ARTHUR W. GREASON, Cashier National
 State Bank, 810 Broad St.
 Secretary—C. L. JOHNSTON, Asst. Mgr. Steger &
 Sons Piano Mfg. Co., 741 Broad St. Phone, Market-
 238.

Club Headquarters at office of Secretary.
 Meetings on the second Tuesday evening of each month
 excepting July and August, at Achtel Stettler's Restaurant,
 842 Broad St. Weekly Luncheons are not held,
 although Rotarians can be found every day at the
 regular lunch hour at the restaurant mentioned above.

NEW CASTLE (Penn.).

Club No. 89. Organized 21 November, 1913.
 President—EDGAR E. SEAVY, Photographer, 12 N.
 Mercer St. Phone Bell 230.
 Secretary—W. H. SCHOENFELD, N. C. Hardware Co.,
 Hardware, 217 E. Washington St.
 Club Headquarters at Secretary's office.
 Luncheons every Monday at 12:15 at Y. M. C. A.
 Meetings are held first Monday of each month at various
 places.

NEW ORLEANS (La.).

Club No. 12. Organized 22 April, 1910.
 President—BENJAMIN C. BROWN, New Orleans Ice
 Cream Co., 1326 Baronne St. Phone, Main Jackson
 20.
 Secretary—WM. R. BURK, Architect. 840 Gravier St.
 Phone, Main 2127.
 Club Headquarters at 840 Gravier St.
 Meetings held 2nd Tuesday of month at 6 p. m. for
 dinner, and 4th Tuesday at 8 p. m. at the office or
 establishment of one of its members.

NEW YORK (N. Y.).

Club No. 6. Organized 24 August, 1909.
 President—WM. GETTINGER, President Eaton & Get-
 tinger, Printing, 263 9th Ave. Phone, Chelsea 8680.
 Res. Phone Audubon 3749.
 Secretary—WM. J. DODGE, Attorney-at-law, 149 Broad-
 way. Phone Cort. 4784. Res. Phone Midwood 6019.
 Club Headquarters: Hotel Imperial, Broadway and 32nd,
 Room 477. Phone Madison Sq. 3050 and 6100.
 Meetings on the first Tuesday of each month, excepting
 July and August, at Hotel McAlpin. Weekly
 luncheons, Thursdays at 12:30 p. m., private room,
 Hof Brau Haus, Broadway and 30th St.
 HOTEL: Imperial, Broadway & 32nd St. Transient.
 Rates \$1.50 per day and up. Frank H. Wiggins, Asst.
 Mgr.
 HOTEL: Majestic, Central Pk. West at 72nd St.
 Residential. Rates \$1.50 per day and up. Copeland
 Townsend, Managing Director.

NORFOLK (Va.).

Club No. 114. Organized March, 1914.
 President—ROBERT JOHNSTON, SR., Pres. Old Dom-
 inion Paper Co., Wholesale Paper. Phone Norfolk
 1637.
 Secretary—C. J. MAINS, Advertising Mgr. Virginian-
 Pilot Publishing Co. Phone Norfolk 163.
 Address all mail to Fairfax Hotel. Phone Main 2004
 and Arcade 248.
 Luncheons held monthly at 1 p. m.
 Dinners held monthly at 7 p. m.
 HOTEL: Hotel Fairfax, Rotary Hotel. European, \$1.00
 to \$2.50. Ask for Bell.

OAKLAND (Calif.).

Club No. 3. Organized February, 1909.
 President—V. O. LAWRENCE, Pres. Lawrence Ware-
 house Co. Merchandise Warehouses, 402-11th St.

Phone, Lakeside 456 and 457. Res. Phone Merritt
 1832.
 Secretary—A. T. GOLDING, 422 Dalziel Bldg. Phone
 Lakeside 287. Res. Phone Oakland 8639.
 Club Office, 422 Dalziel Bldg. Phone, Lakeside 287.
 Luncheons, Thursdays 12:15 to 1:30 Hotel Oakland.

OKLAHOMA CITY (Okla.).

Club No. 29. Organized October, 1910.
 President—WALTER C. DEAN, Dean Jewelry Co., Re-
 tail, 137 W. Main St. Phone, W. 2535.
 Secretary—EUGENE WHITTINGTON, Member Firm
 Whittington & Steddom, Ins. Agency, 922 State Nat'l
 Bank Bldg.
 Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except
 once in month, when we have monthly dinner.
 Club Headquarters are the Secretary's office.

OMAHA (Neb.).

Club No. 37. Organized 4 August, 1911.
 President—HARLEY G. MOORHEAD, Attorney,
 Court House. Phone Douglas 3008.
 Secretary—WM. E. TAUBE, Mgr. Union Match Co.,
 230 Brandeis Theatre Bldg.
 Meetings are held at noon in the Rathskeller of the
 Henshaw Hotel each Wednesday noon except the last
 Wednesday of the month when the meeting is at
 6 p. m., same location.
 HOTEL: New Henshaw, 15th & Farnam Streets. \$1.00
 and up without bath. \$2.00 and up with bath.
 European plan.

OTTAWA (Ill.).

Club No. 128. Organized 6 February, 1914.
 President—S. B. BRADFORD, Secy. & Treas. Central
 Life Insurance Company of Illinois, Central Life Bldg.
 Secretary—F. B. GRAHAM, Partner, Terra Cotta Tile
 Co., Mfrs. of Drain Tile.
 Luncheons third Tuesday of each month at 12:00 m. at
 Clifton Hotel.
 Meetings first Tuesday of each month at 7:00 p. m., at
 Clifton Hotel.

PADUCAH (Ky.).

Club No. 139. Organized 16 October, 1914.
 President—W. F. BRADSHAW, JR., Pres. Merchants
 Trust & Savings Bank, Trust Company. City National
 Bank Bldg.
 Secretary—L. L. BILLUPS, Dist. Mgr. Cumberland Tel.
 & Tel. Co., Telephone Service, 124 S. 4th St.
 Luncheons every other Wednesday at 12:15 p. m. at
 the Palmer House.

PALESTINE (Texas).

Club No. 111. Organized 1 June, 1913.
 President—H. V. HAMILTON, Editor Palestine Herald,
 Oak St. Phone 472.
 Secretary—DR. ROY W. DUNLAP, Physician. (Eye,
 Ear, Nose and Throat), Room 26 Link Bldg. Phone
 594. Res. Phone 1158.
 Meetings held on 2nd and 4th Wednesdays of each month,
 12 m., at Interstate Restaurant.

PATERSON (N. J.).

Club No. 70. Organized 25 February, 1913.
 President—EDWARD SCEERY, Florist. 85 Broadway.
 Phone 493.
 Secretary—WALTER S. MILLS, H. W. Mills, Hard-
 ware, 59 Washington St.
 Meetings held third Thursday of the month at 6:30
 p. m. at G. H. Crawford's, 148 Washington St.

PENSACOLA (Fla.).

Club No. 162. Organized 9 March, 1915.
 President—WM. FISHER, Pres. Fisher Real Estate
 Agency. Palafox & Intendencia St. Phone 2051.
 Secretary—WALTER P. CUNNINGHAM, Gen. Secy.
 Y. M. C. A., 400 N. Palafox St. Phone 1230.
 Luncheons every Tuesday at 1 p. m. at San Carlos Hotel
 June 1st and alternate Tuesday. At Hughey's June
 8th and alternate Tuesdays.

PEORIA (Ill.).

Club No. 76. Organized 26 April, 1913.
 President—GEORGE R. MACCLYMENT, Farm Land
 Development, 801 Central National Bank Bldg.
 Phone, M-314.
 Secretary—E. C. SCHMITZ, Office Outfitter, 336 S.
 Jefferson Ave. Phone, Main 4379.
 Meetings held at Jefferson Hotel, or as otherwise speci-
 fied, Fridays, at 12:15.

PHILADELPHIA (Penn.).

Club No. 19. Organized 30 November, 1910.
 President—HARRIS J. LATTA, Pres. Vice-Pres. Ameri-
 can Surety Co., West End Trust Bldg. Phones, Bell,
 Spruce 5495; Key, Race 796.
 Secretary—CHARLES A. TYLER, Assistant to the Gen-
 eral Business Manager of the Public Ledger Co., 6th
 and Chestnut Streets.

Regular luncheons at the St. James Hotel on Wednesdays, 12:30 to 1:30 p. m. Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m. HOTEL: Hotel Adelphia. Chestnut and 13th Sts., European. Rates, \$2.50 up.

PHOENIX (Ariz.).

Club No. 100. Organized 10 January, 1914. President—AMOS A. BETTS, Rate Expert, Ariz. Corporation Commission, 431 N. 14th St. Secretary—FRANK S. HESS, Partner T. B. Stewart, General Contractor, 1-2 Central Bldg. Address mail to P. O. Box 1074. Club Luncheons held every Friday from 12 m. to 1:30 p. m. at Adams Hotel.

PIQUA (Ohio).

Club No. 135. Organized 9 October, 1914. President—W. K. LEONARD, Pres. Piqua Hosiery Co., Union Suits, 133 E. Ash St. Secretary—JOHN T. NIELSON, Secy. & Treas., The Magee Bros. Co., Printer, 216 W. High St. Luncheons held every Tuesday at 11:45 a. m., at Piqua Club. Meetings held last Tuesday in month at 6:30 p. m., at Piqua Club.

PITTSBURGH (Penn.).

Club No. 20. Organized 2 December, 1910. President—GEO. W. DUFFUS, Supt. The Bradstreet Co., Mercantile Agency, Commonwealth Bldg. Phone, Court 34. Secretary—M. S. JOHNSTON, Stanwix Shops Bldg., Penn Ave. and Stanwix St. Tel. Court 77. Club Headquarters at office of Secretary. Meetings at Fort Pitt Hotel each Wednesday at 12:15 noon, excepting one Wednesday each month when evening meeting is held.

PORT ARTHUR (Texas).

Club No. 147. Organized 7 January, 1915. President—FRANK IMHOFF, Building Material, 301 Fort Worth Ave. Secretary—WALTER N. MUNROE, Electric Light & Power, Realty Bldg. Address mail to P. O. Box 477. Luncheons every Thursday at 12:15 p. m. at Plaza Hotel.

PORTLAND (Ore.).

Club No. 15. Organized 7 June, 1910. President—FRED SPOERI, Mgr. Pacific Tel. & Tel. Co., 7th & Oak. Secretary—J. L. WRIGHT, President Portland Printing House Co., 388 Taylor St. Club Headquarters, 201-2 National Theatre Bldg., Park & Stark St. Phone, Main 9004. W. L. Whiting, Assistant Secretary. Weekly luncheons held every Tuesday at 12:30 p. m., Benson Hotel. HOTEL: The Wheeldon Annex (Apartment Hotel) 10th & Salmon Sts. European. C. L. Horn, Rotarian, Pres. HOTEL: Benson Hotel, Broadway & Oak Sts., S. Benson, Prop.

POTTSVILLE (Penn.).

Club No. 157. Organized 6 January, 1915. President—O. L. UNDERWOOD, Doutrich & Co., Men's Wear, 18 N. Centre St. Phones Bell 386J United 562. Res. Phone United 482-X. Secretary—J. H. ZERBEY, JR., Associate Editor Pottsville Republican, 113 Mahantongo St. Phones B-47 and U-215 W. Res. Phone U-215W. Luncheons every Wednesday. Meetings first Wednesday of month at various places.

PROVIDENCE (R. I.).

Club No. 22. Organized March, 1911. President—J. B. LEEFMAN, Browning, King Co., Clothing, 210 Westminster St. Phone, Union 1285. Secretary—E. L. MORRIS, E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, Union 1214. Regular monthly meetings, 2nd Tuesday each month at 6:30 p. m. at Crown Hotel. Semi-monthly luncheons, 1st and 3rd Wednesdays at 12:30 o'clock. HOTEL: Crown Hotel. European Plan. \$1.50 and up. Fred Mansfield, Prop.

PUEBLO (Colo.).

Club No. 43. Organized 19 March, 1912. President—JESSE ROOD, Secy.-Treas. & Gen. Mgr. Rood Candy Co., Wholesale Confectioners, 406 W. 7th St. Phone, Main 30. Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829. Club Headquarters at office of Secretary. Weekly meetings every Monday, 12:15 to 1:15 p. m., alternating Congress Hotel and Vail Hotel.

QUINCY (Ill.).

Club No. 158. Organized 6 April, 1915. President—JNO. KORN, Mgr. H. Korn Baking Co., Wholesale Bakery, 617 S. 8th St. Secretary—A. OTIS ARNOLD, Prop. Home Instructor, Publisher, 1261 N. 5th St. Meetings each Tuesday at 12 m. at Hotel Quincy.

RALEIGH (N. C.).

Club No. 124. Organized 4 May, 1914. President—ALBERT L. COX, Cox & Cox, Attorneys-at-law, 407 Tucker Bldg. Secretary—HOWARD WHITE, 410 Tucker Bldg. Luncheons second and fourth Wednesday of each month at 1:05 p. m. at The Yarborough.

READING (Penn.).

Club No. 88. Organized 23 September, 1913. President—KEYSER FRY, Cycle, Automobile and Sporting Goods Jobber, 616 N. 8th St. Secretary—CHAS. J. ESTERLY, Sales Agt., Metropolitan Electric Co., 16 S. 5th St. Luncheons every Wednesday at 12:15 p. m., except week of monthly meeting, Hotel Berkshire. Meetings held first Tuesday of each month at 6:30 p. m. at Hotel Berkshire.

RICHMOND (Va.).

Club No. 69. Organized 18 April, 1913. President—THOS. B. McADAMS, Cashier Merchants' National Bank. Secretary—HORACE F. SMITH, Mgr. Richmond Manufacturers' Exhibit, Chamber of Commerce Bldg. Address mail P. O. Box 652. Club Headquarters at office of Secretary. Phone Madison 3145. Luncheons every second and fourth Tuesdays at 6:30 p. m. Consult the officers or ask for copy Tabasco, our club organ.

ROANOKE (Va.).

Club No. 123. Organized 25 April, 1914. President—G. C. GOOCH, JR., Treas. Stone Printing & Mfg. Co., Printing, 1016 Third St. S. W. Secretary—JOHN WOOD, Secy. Chamber of Commerce, P. O. Box 616. Luncheons every second Thursday.

ROCHESTER (N. Y.).

Club No. 36. Organized 6 September, 1911. President—W. J. O'HEA, District Mgr. New York Telephone Co., 95 N. Fitzhugh St. Bell, Main 12000. Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop. Duplicate Letters, 75 State St. Bell, Main 4606; Home, Stone 6190. Luncheons every Tuesday, 12:15 p. m. to 2 p. m. at Hotel Rochester. HOTEL: Hotel Rochester. European Plan. Rates, \$1.50 per day and up. Wm. S. Horstmann, Mgr.

ROCK ISLAND (Ill.).

Club No. 112. Organized 31 March, 1914. President—B. D. CONNELLY, Attorney-at-law, Peoples Nat'l. Bk. Bldg. Phone, 349. Secretary—R. C. MITCHELL, Commercial Banking, State Bank Bldg. Phone 30. Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

ROME (Ga.).

Club No. 127. Organized 15 August, 1914. President—GEO. B. SMITH, M. D., Oculist, Cor. Broad Street and Fourth Avenue. Secretary—J. D. McCARTNEY, Managing Editor Rome Tribune-Herald, Tribune-Herald Bldg. Luncheons every Wednesday at 1:00 p. m. at Cherokee Hotel. Monthly dinners fourth Wednesday of each month at 7 p. m., at Cherokee Hotel.

SACRAMENTO (Calif.).

Club No. 97. Organized September, 1913. President—R. S. MCKAY, Underwood Typewriter Co., 611 J St. Secretary—J. FONTAINE JOHNSON, Johnson & Lemoine, Lawyer, 426 Forum Bldg. Luncheons every Thursday at 12:15 p. m. at Hotel Sacramento.

SAGINAW (Mich.).

Club No. 93. Organized 19 November, 1913. President—GEO. B. WILLCOX, Pres. & Gen. Mgr. Wilcox Engineering Co., Sheet Metal Mfrs., 900 S. Warren Ave. Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave. Luncheons every Wednesday at 12 m. at the East Saginaw Club.

ST. JOSEPH (Mo.).

Club No. 32. Organized 7 November, 1911. President—LUTHER E. REID, American Electric Co., 214 S. 8th St. Secretary—O. M. KING, King Foundry Co., 1805 S. 8th St. Meetings of the club are held on the 2nd and 4th Tuesdays of every month at Robidoux Hotel.

SAINT LOUIS (Mo.).

Club No. 11. Organized 3 March, 1910. President—GEO. B. HILD, Gen. Agt. Southern Pacific Co., Transportation of freight and passenger traffic. 1002 Olive St. Phone, Olive 1518 and Central 2256. Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751. Club Headquarters, 411 Olive St. Phone, Bell, Main 1751. Club luncheons every Thursday at 12:30, except 1st Thursday of month, when meeting is held at 6:30 p. m., at Planters Hotel, in Parlor A.

ST. PAUL (Minn.).

Club No. 10. Organized 19 February, 1910. President—FRED C. LISTOE, Prop. Listoe & Wold, Undertakers, 150 West 4th St. Phone, Cedar 508. Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089. Club Headquarters at Secretary's office. Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

SALT LAKE CITY (Utah).

Club No. 24. Organized 31 January, 1911. President—F. S. MURPHY, Pres. F. S. Murphy & Co., Lumber Broker, Walker Bank Bldg. Secretary—SAMUEL R. NEEL, Mtn. States Tel. & Tel. Co., 51 So. State St. Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

SAN ANTONIO (Texas).

Club No. 52. Organized 28 June, 1912. President—HARRY L. MILLER, J. H. Kirkpatrick Co., City Real Estate, 419 Navarro St. Phone, C. 89. Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, P. O. Box 807. Phone C. 10. Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel. Luncheons at 12:30 each Friday at one of the leading hotels.

SAN DIEGO (Cal.).

Club No. 33. Organized 2, November, 1911. President—HOMER W. SUMPTION, Mfr. Glazed Cement Pipe, Central Mortgage Bldg. Phone, Main 29. Secretary—FRANKLIN M. BELL, 704 Central Mortgage Bldg. Phones, Home 4160; Main 480. Club Headquarters at office of Secretary. Meetings are held every Thursday at 12:10. HOTEL: The San Diego, on Broadway. \$1.00 per day and up; European Plan. Miller & Porter.

SAN FRANCISCO (Calif.).

1915 Convention City.

Club No. 2. Organized 12 November, 1908. President—CHAS H. VICTOR, Mgr. Yawman & Erbe Mfg. Co. Filing Systems and Devices, 712 Mission St. Phone, Douglas 2357. Secretary—H. H. FEIGHNER, 817 Humboldt Bank Building. Club Headquarters at 817-818 Humboldt Bank Bldg. Phone Douglas 1363. Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets. HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

SAN JOSE (Calif.).

Club No. 116. Organized 11 March, 1914. President—CHARLES M. O'BRIEN, O'Brien's Confectionery, 30 S. 1st St. Secretary—ALEX. SHERIFFS, City Supt. of Public Schools. High School Bldg. Luncheons every Wednesday at O'Brien's Confectionery.

SAVANNAH (Ga.).

Club No. 95. Organized 5 January, 1914. President—J. PEARCE WHELESS, Pres. Savannah Blow Pipe Co., Ventilating, P. O. Box 194. Phone 1258. Res. Phone 4926. Secretary—C. V. SNEDEKER, JR., Snedeker & Lude- man, Architects, 401 National Bldg. Phone, 457. Phone 833-1. Club Headquarters Hotel Savannah. Luncheons every Tuesday at 2:15 p. m. at Hotel Savannah.

SCRANTON (Pa.).

Club No. 101. Organized 28 January, 1914. President—WM. H. HAGEN, Hagen & Wagner Co., Dry Goods & Furnishings, 205 Washington Ave. Secretary—CAREY P. WILLIAMS, Traffic Mgr. Bell Tel Co., of Penna., 117 Adams Ave. Mail Address P. O. Box 143. Meetings held every Monday at 12:15 p. m. at Hotel Jermyn.

SEATTLE (Wash.).

Club No. 4. Organized 15 June, 1909. President—R. D. PINNEO, Pacific Coast S. S. Co. Freight & Passenger Transportation, 608 Second Ave. Phone, Main 8040. Res. Phone East 3437. Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel. Phone Elliott 24. Res. Phone 1502. Club Headquarters at office of Secretary. Meetings held at the Washington Annex, 2nd Ave., and Stuart St., every Monday at 12:15 p. m.

SHREVEPORT (La.).

Club No. 109. Organized 28 February, 1914. President—JNO. MCW. FORD, Pres. Kalmbach-Ford Co. Cumberland Phone 398. Res. Phone 527. Secretary—JNO. B. YAUGER, Underwood Typewriter Co., Typewriters, 515 Marshall St. Cumberland Phone 895. Res. Phone 1585. Club Headquarters at secretary's office. Phone 855. Luncheons first three Fridays of each month at 12:13 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

SIOUX CITY (Ia.).

Club No. 54. Organized 28 October, 1912. President—J. H. WHITTEMORE, Treas. Hanford Produce Co., Butter and Ice Cream Mfrs., First and Court St. Secretary—PAUL C. HOWE, American Realty Co., Building Mgr., 201 Commercial Block. Phone Automatic 9487. Club Headquarters at office of Secretary. Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month at Martin Hotel.

SOUTH BEND (Ind.).

Club No. 105. Organized 7 January, 1914. President—CHAS. C. HERR, Herr & Herr, Book Store, 111 W. Washington Ave. Phone Main 21. Secretary—E. T. BONDS, Mgr. C. U. Tel Co., 227 S. Main St. Phone Main 770. Club Headquarters and Secretary's Office, Oliver Hotel. Luncheons each Wednesday at 1 p. m. at Oliver Hotel.

SPOKANE (Wash.).

Club No. 21. Organized 13 February, 1911. President—A. A. HALLANDER, Mgr. Armcur & Co., Meat Packer, Wall and Railroad Ave., Phones, Main 5220 and Maxwell 1778. Secretary—CHESTER L. WYNN, 822 Old Nat. Bk. Bldg. Phone Main 107 and Maxwell 1974. Meetings held every Thursday at 12 m. at The Hall of the Doges, Davenport's.

SPRINGFIELD (Ill.).

Club No. 83. Organized 24 June, 1913. President—JESSE K. PAYTON, Mgr. Sangamon County Abstract Co. Abstracts and Titles, 116 S. 6th St. Phone Main 54. Secretary—R. FREEMAN BUTTS, Buckeye Sales Co. Advertising and Form Letters, 502 Reisch Bldg. Phone 2281. Club Headquarters at office of Secretary. Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

SPRINGFIELD (Ohio).

Club No. 98. Organized 20 January, 1914. President—HARRY S. KISSELL, Pres. The Kissell Real Estate Co., Fairbanks Bldg. Secretary—JAMES S. WEBB, General Agent The National Life Insurance Co. of Vermont, 417 Bushnell Bldg. Luncheons every Monday at 12:15 p. m. at the Arcade Hotel.

STOCKTON (Calif.).

Club No. 92. Organized 2 August, 1913. President—NOEL H. GARRISON, Stockton High School. Secretary—S. C. BEANE, So. Pacific Company, Sacra and Main. Luncheons every Wednesday, 12:15 to 1:30 p. m., alternating monthly between the Stockton and Clark Hotels.

SUPERIOR (Wis.).

Club No. 40. Organized 1 April, 1912. President—J. C. CROWLEY, JR., Mgr. People's Telephone Co., 1013 Ogden Ave. Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg.

Club Headquarters, Hotel Superior. Phone, Ogden 224. Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

SYRACUSE (N. Y.).

Club No. 42. Organized 3 May, 1912.

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone, 7785. Residence, 502 Walnut Ave.

Secretary—FRANK W. WEEDON, Entertainer, 41 Grand Opera House Block.

Meetings each Friday at 12:15 p. m., excepting one Friday each month which is an evening meeting with some special entertainment at the Onondaga Hotel Rathskellar.

TACOMA (Wash.).

Club No. 8. Organized 3 February, 1910.

President—A. H. BASSETT, E. F. Gregory Co., Mgr. Fire Ins. Dept., 201 Nat'l Realty Bldg. Phone M2280.

Secretary—G. B. WOODBRIDGE, Tacoma Hotel, 923 A St.

Club Headquarters at Tacoma Hotel, 923 A. St.

Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

TAMPA (Fla.).

Club No. 117. Organized 7 April, 1914.

President—J. A. TURNER, Turner Music Co., Pianos and Musical Instruments, 608 Franklin.

Secretary—S. F. WOOTEN, New York Life Insurance Co., 307 American Bank Bldg.

Club Headquarters, Board of Trade.

Meetings held every Tuesday at 12:15 p. m. at various places.

TERRE HAUTE (Ind.).

Club No. 84. Organized 2 September, 1913.

President—PAUL BOGART, Davis, Bogart & Royste, Attorneys, 613 Trust Bldg.

Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Men's Furnishings, 523 Wabash Ave.

Luncheon every Tuesday at 12:15 p. m. at the Rotarian Hotel Deming, with the exception of the last Tuesday in the month when meetings are held at 6:30 p. m.

TOLEDO (Ohio).

Club No. 44. Organized 4 May, 1912.

President—THOMAS A. DEVILBISS, Mgr. The DeVilbiss Mfg. Co., Mfg. Atomizers, 1304 Dorr St. Phone 22x28.

Secretary—ED. R. KELSEY, Mgr. Publicity Dept. Toledo Rys. & Light Co. Bell Phone, 1225. Home Phone, 7200.

Weekly Club Luncheons held every Friday noon at 12 o'clock at the Hotel Secor.

HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallick Bros., Props.

TOPEKA (Kas.).

Club No. 130. Organized 17 July, 1914.

President—GEO. GODFREY MOORE, Life Insurance. New England Bldg. Phone, 1203.

Secretary—J. M. BRUNT, Retail Drugs, 435 Kansas Ave. Phone, 528.

Luncheons first and third Thursdays of each month at 12:15 p. m.

TRENTON (N. J.).

Club No. 129. Organized 27 June, 1914.

President—WALTER F. SMITH, Insurance, 203 E. State St.

Secretary—CHAS. F. STOUT, Proprietor Haberdashery, 38 E. State St.

Luncheons held every Thursday, 12:30 to 1:30 p. m., alternating between Hilbrecht's and Trenton House. Meeting held on third Thursday of each month at same places.

TROY (N. Y.).

Club No. 122. Organized 21 January, 1914.

President—JOS. A. LEGGETT, Pres. John Leggett & Son, Paper Box Mfrs., 2134 7th Ave. Phone, Troy 706-F-3.

Secretary—JAS. A. BEATTIE, Laundry, 607 Broadway. Luncheons every Tuesday at 1 p. m. at Hotel Rensselaer.

TULSA (Okla.).

Club No. 145. Organized 13 January, 1915.

President—PAUL M. GALLAWAY, Electric Light & Power, Clinton Bldg.

Secretary—J. BURR GIBBONS, Convention Hall. Luncheons every Wednesday at 12:15 p. m. in Grill Room, Hotel Tulsa.

UTICA (N. Y.).

Club No. 160. Organized 12 March, 1915.

President—R. SEYMOUR HART, Dist. Agt. Connecticut Mutual Life Ins. Co., 103 Mayro Bldg. Phone 2227.

Secretary—DON R. SIDLE, Industrial Commissioner Utica Chamber of Commerce. Phone 5580. Luncheons held each Friday at 12:15 p. m. in the English Room of the Hotel Utica.

VINCENNES (Ind.).

Club No. 151. Organized 12 March, 1915.

President—ELISHA MORGAN, Pres. The Saiter Morgan Co., Paints and Glass, 1001 Fairground Ave. Phone 475.

Secretary—E. R. FORTUNE, Pres. Meyer & Fortune Co., Insurance and Real Estate, K. of P. Bldg. Phone 786.

Luncheons every Tuesday (except last Tuesday in month) at 12:15 p. m., in private dining room Union Depot Hotel.

Meetings last Tuesday of month at 6:30 p. m.

WACO (Texas).

Club No. 74. Organized 23 May, 1913.

President—B. C. NETTLES, Automobiles, 712 Austin St. Phones, S. W. 435 and New 231.

Secretary—H. M. COX, c/o Bell Telephone Co. Address Mail, P. O. Box 39.

Meetings every Monday at 12:15 p. m. at State House Hotel.

WASHINGTON (D. C.).

Club No. 46. Organized 11 July, 1912.

President—GEO. W. HARRIS, Pres. Harris & Ewing, Photographers, 1311 "F" St. N. W.

Secretary—HOLCOMBE G. JOHNSON, Johnson & Adams, Insurance, 519 Southern Bldg.

Luncheons held 2nd and 4th Fridays of each month.

HOTEL: The New Ebbitt, 14th and F. Streets.

European, \$1.50 to \$4.00. G. F. Schutt, Prop.

WATERTOWN (N. Y.).

Club No. 132. Organized 28 October, 1914.

President—HENRY N. BUTTERWORTH, H. Butterworth & Sons, Manufacturers, Furriers, Hatters and Furnishers, 109 Arsenal St.

Secretary—L. del. BERG, Mfg. Steam Specialties, 124 E. Moulton St.

Luncheon every Wednesday except first Wednesday in month at 12:15 p. m. at Woodruff House Grill.

Meetings held on the first Wednesday of each month except during the months of July and August at 6:30 p. m. at the Woodruff House Grill.

WAUSAU (Wis.).

Club No. 136. Organized 18 November, 1914.

President—A. H. ZIMMERMAN, Fire Insurance, Marathon Co. Bank Bldg. Phone, 1289. Mail address, P. O. Box 296.

Secretary—R. C. DEUTSCH, Retail Furniture, Cor. 3rd & Jackson Sts. Phone 1004.

WHEELING (W. Va.).

Club No. 155. Organized 10 March, 1915.

President—PAUL M. NEMEYER, Mgr. Nemeyer Adv. Co., Advertising Service, 511 Court Theatre Bldg. Phone Bell 919.

Secretary—JOHN J. MINKEMYER, F. P. Jones Co., Building Supplies, 229-17th St. Phone Bell 550.

Luncheons held each Tuesday from 12:15 p. m. to 1:15 p. m. at Hotel Windsor.

WICHITA (Kans.).

Club No. 30. Organized 11 September, 1911.

President—ROBERT B. CAMPBELL, Treas. Interurban Construction Co. The Arkansas Valley Interurban Ry. Co., 120 W. First St.

Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.

Meetings of Club held every Monday evening (except July and August) at place designated for each meeting.

Round Table Luncheons every Friday noon at Kansas Club.

WILMINGTON (Del.).

Club No. 148. Organized 23rd November, 1914.

President—DR. HARRISON W. HOWELL, General Practitioner, 824 Washington St.

Secretary—WALTER D. BUSH, JR., Treas. Geo. W. Bush & Sons Co., foot of French St. Address mail to P. O. Box 964.

Luncheons every Thursday at 12:30 p. m., Rose Room, Hotel duPont.

WILMINGTON (N. C.).

Club No. 150. Organized 2 February, 1915.

President—JNO. R. MURCHISON, Partner J. W. Murchison & Co., Water and Chestnut Streets.

Secretary—MEARES HARRISS, Mgr. and Prop. Harris Typewriting and Adv. Co., 114 Princess St. Address mail to P. O. Box 166.

Luncheons second and fourth Tuesdays of month, from 1 to 2 p. m. at various places.

WORCESTER (Mass.).

Club No. 51. Organized 21 March, 1912.
 President—LEWIS M. McCALLUM, Secy. Parker Wire Goods Co., 1 Assonet St. Phone 4400.
 Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.
 Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.
 HOTEL: The Bancroft. European Plan. Rates, \$1.50 and up.

YOUNGSTOWN (Ohio).

Club No. 137. Organized 17 September, 1914.
 President—C. F. OWSLEY, Architect. Mahoning Nat. Bank Building.
 Secretary—I. VAN BAALEN, Std. Auto Sales Co., Automobiles. 217 Wick Ave.
 Luncheons every other Wednesday at noon at Ohio Hotel.

ZANESVILLE (Ohio).

Club No. 156. Organized 9 February, 1915.
 President—ALVA L. REA, Secy. and Treas. Eclipse Laundry Co. Jefferson St. Phone Bell 197.
 Secretary—CALDWELL H. BROWN, Asst. Cashier American Trust & Savings Bank, 510 Main St. Phones, Bell 308 and Independent 567.
 Club Headquarters, The Elks Club, Phone Bell 340. Luncheons each Tuesday at 12 m. except first Tuesday of the month, when evening meeting is held at 6 p. m.

Clubs Not Yet Affiliated in the Association.**CHARLOTTE (N. C.).**

President—H. A. MORSON, c/o Independence Trust Co.
CLINTON (Iowa).

Temp. Secy.—DAN WINGET.

HONOLULU (Hawaii).

Temp. Secretary—J. L. COKE, Attorney.

HUNTINGTON (W. Va.).

Secretary—W. R. POWER, 232 5th Ave.

KNOXVILLE (Tenn.).

Secretary—Henry McMillen.

LANCASTER (Pa.).

Secretary—R. QUINN, 5 E. Orange St.

MORRIS (Ill.).

Secretary—E. D. MARTIN, Supt. of Schools.

PORTLAND (Me.).

President—ROBT. BRAUN, c/o Porteous, Mitchell & Braun Co.

SPRINGFIELD (Mass.).

Secretary—D. H. LAMB, P. O. Box 552.

WATERLOO (Ia.).

Secretary—ALMON F. GATES, c/o Waterloo Business College.

WILLIAMSPORT (Pa.).

Secretary—CLAUDE HOWARD, c/o Germania Life Ins. Company.

Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

CALGARY (Alta.).

Club No. 113. Organized 2 March, 1914.
 President—W. G. FOWLER, Mgr. Gutta Percha & Rubber Co., Ltd., 311 8th Ave. W. Phone M-5378. Res. Phone W-4557.
 Secretary—DOUGLAS C. HOWLAND, Mgr. Tucc Co. of Alberta, Vacuum Cleaners, 303 Lougheed Bldg. Phone W-2664. Res. Phone W-4436.
 Luncheons second and fourth Tuesday of each month 1 to 2 p. m. at Hudsons Bay Banquet Hall.

HALIFAX (N. S.).

Club No. 81. Organized 5 May, 1913.
 President—CHAS. J. BURCHELL, Partner McLean, Paton, Burchell & Ralston, Lawyers, Chronicle Bldg. Phone 2428.
 Secretary—WALTER P. PARKER, Asst. Mgr. Na. Drug & Chem. Co., Drugs (Wholesale), 14-18 Sackville St. Phone 142.
 Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month.
 HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

HAMILTON (Ont.).

Club No. 82. Organized 17 June, 1913.
 President—BRUCE A. CAREY, Director Hamilton Conservatory of Music.
 Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

MONTREAL (Que.).

Club No. 85. Organized 18 September, 1913.
 President—T. G. WELLS, Robt. White Co. Ltd. Laurentian Water, 638 Craig St.
 Secretary—JAS. C. MUNDE, P. O. Box 2816.
 Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

ST. JOHN (N. B.).

Club No. 126. Organized 22 May, 1914.
 President—A. P. ALLINGHAM, Imperial Life Assurance Co., 60 Princess St.
 Temporary Secretary—STAN F. JAMIESON, Allison & Thomas, 147 Prince William St. Phone M 1202.
 Luncheons every Monday at 1 p. m.

TORONTO (Ont.).

Club No. 55. Organized 28 November, 1912.
 President—R. J. COPELAND, Copeland, Chatterton Co., Ltd., 156 Yonge St.
 Honorary Secretary—W. A. PEACE, Imperial Life Assurance Co., 22 Victoria St.
 Club Headquarters, Stock Exchange Bldg.
 Weekly luncheons, every Friday at 1:10 p. m. Dunnings Hotel, 29 King St. West.

VANCOUVER (B. C.).

Club No. 61. Organized 8 March, 1913.
 President—ALEXANDER R. MCFARLANE, Local Representative Zimmerman Mfg. Co., Ltd. Underwear, 318 Homer St. Phone Sey 6128.
 Secretary—W. P. KEARNS, Club Office and Headquarters, Hotel Vancouver. Phone Seymour 9060.
 Club Headquarters Room 147 Hotel Vancouver.
 Weekly luncheons every Tuesday at 12:30 p. m. at Hotel Vancouver.

VICTORIA (B. C.).

Club No. 90. Organized 27 October, 1913.
 President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St. Phone 694. Res. Phone 851.
 Secretary—T. J. GOODLAKE, 315 Sayward Bldg. Phone 3209. Res. Phone 998-X.
 Club Headquarters at office of secretary.
 Club Luncheons every Thursday at 12:30 p. m. at Empire Hotel.

WINNIPEG (Man.).

Club No. 35. Organized 3 November, 1910.
 President—A. B. CALDER, Alex Calder & Son, General Steamship and Tourist Agents, 663 Main St.
 Secretary—GORDON E. HUNTER, J. J. Gibbons, Ltd. Advertising Agency, 404 Tribune Bldg.
 Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

Clubs Not Yet Affiliated in the Association.**LONDON (Ont.).**

Secretary—C. H. IVEY, JR., c/o Empire Mfg. Co.

Great Britain and Ireland.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

BELFAST (Ireland).

Club No. 67. Organized 14 August, 1911.
 President—WILLIAM C. GABBEY, Timber Merchant and Joiner Works, 1 Hope St. Phone, Belfast 194.
 Secretary—HUGH BOYD, Atkinson & Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.
 Luncheons, Monday from one to two p. m., the Grand Central Hotel.

BIRMINGHAM (England).

Club No. 108. Organized 25 November, 1913.
 President—JOHN WEATHERHEAD, United Counties Bank, Ltd., Colmore Row. Phone, Central 2464.
 Secretary—F. R. O'SHAUGHNESSY, F. I. C., Analytical Chemist, 42 Temple St.
 Luncheon Mondays at 1:15 p. m. at Midland Hotel, New Street. Evening meetings third Monday at 7 p. m.

DUBLIN (Ireland).

Club No. 65. Organized 21 March, 1911.
 President—RICHARD WHITE, Printer, 45 Fleet St. Phone 208 Y.
 Hon. Secretary—WM. A. M'CONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone, 2083.
 Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, The Imperial Hotel.

EDINBURGH (Scotland).

Club No. 62. Organized 23 September, 1912.
 President—W. L. SLEIGH, J. P., Motor Engineer, 32, Sandwick Place.
 Secretary—THOMAS STEPHENSON, Pharmacist, Editor of "The Prescriber," 6, South Charlotte St. Phone, Central 2387.

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Directory of Rotary Hotels

By their subscription to space in this Directory these Rotary Hotels are helping to defray the cost of publication of the Official Directory. Their co-operation is appreciated.

NOTE: AM-AMERICAN PLAN. EU-EUROPEAN PLAN.

AKRON, OHIO	Hotel Portage.	Eu. \$1.50 Up.	Rotarian J. E. Murphy, Pres.
ALBANY, NEW YORK	Hotel Ten Eyck.	Eu. \$1.50 Up.	Rotarian A. H. Rennie, Mgr.
ALLENTOWN, PA.	Hotel Allen.	Am. \$2.50-\$5.00.	Rotarian C. W. Masters, Mgr.
ATLANTA, GA.	Hotel Majestic.	Am. \$2.50-\$5.00.	Eu. \$1.50-\$3.50.
ATLANTIC CITY, N. J.	Hotel Strand.	Am. \$4.00.	Rotarian H. C. Edwards, Mgr.
AUGUSTA, GA.	Hotel Albion.	Am. \$3.00 Up.	Rotarian S. J. Newcomb, Prop.
AUSTIN, TEXAS	Hotel Driskill.	Am. \$2.50-\$5.00.	Rotarian B. E. Pierce.
BALTIMORE, MD.	Hotel Rennert.	Eu. \$1.50 Up.	Rotarian Edw. Davis, Mgr.
BEAUMONT, TEXAS	Crosby House.	Eu. \$1.00-\$3.50.	Rotarian P. D. Bihn, Mgr.
BINGHAMPTON, N. Y.	Hotel Carlton.	Rotarian Clarencee Hammond.	
BIRMINGHAM, ALA.	Hotel Tutwiler.	Eu. \$1.50 Up.	Rotarian F. B. Shireman, Mgr.
BIRMINGHAM, ENG.	Hotel Midland.	Rotarian Thomas Hugh Ryan.	
BOSTON, MASS.	Hotel Nottingham.	Eu. \$1.50 Up.	Rotarian Francis Howe, Prop.
BROOKLYN, N. Y.	Hotel Bossert.	Eu. \$2.50 Up.	Rotarian John Bossert, Vice-President.
BUFFALO, N. Y.	Hotel Statler.	Eu. \$1.50 Up.	Rotarian F. W. Hinkley, Mgr.
BUTTE, MONTANA	Hotel Leggat.	Rotarian MacLane B. Couse.	
CALGARY, ALTA.	Palliser Hotel.	Rotarian E. Cotty, Mgr.	
CAMDEN, N. J.	Hotel Ridgeway.	Eu. \$0.75-\$2.50.	Rotarian A. H. Butterworth, Proprietor.
CANTON, OHIO	Courtland Hotel.	Rotarian Walter S. Langford.	
CEDAR RAPIDS, IOWA	Hotel Montrose.	Eu. \$1.00 Up.	Rotarian Chas. E. Taylor, Mgr.
CHATTANOOGA, TENN.	Hotel Patten.	Eu. \$1.50 Up.	Rotarian H. R. Harper, Mgr.
CHICAGO, ILL.	Hotel Virginia.	Eu. \$1.50 Up.	Rotarian Alex. Dryburgh, Mgr.
CHICAGO, ILL.	Hotel Gladstone.	Eu. \$1.50 Up.	Rotarian Alex Dryburgh, Mgr.
CHICAGO, ILL.	Hotel Sherman.	Eu. \$2 Up.	Rot'n J. Beifeld, Pres.; Rot'n F. W. Bering, Mgr.
CINCINNATI, OHIO	Hotel Sinton.	Eu. \$2.00 Up.	Rotarian W. J. Fleming, Mgr.
CLEVELAND, OHIO	Hotel Statler.	Eu. \$2.00 Up.	Rotarian J. T. O'Connor, Mgr.
COLUMBUS, OHIO	Hotel Hartman.	Eu. \$1.50 Up.	Rotarian J. A. Hadley, Mgr.
CORPUS CHRISTI, TEX.	Hotel Nueces.	Eu. \$1.00 Up.	Rotarian J. M. Nix, Mgr.
COUNCIL BLUFFS, IA.	Hotel Grand.	Eu. \$1.00 Up.	Rotarian L. J. Pritchett.
DALLAS, TEXAS	Hotel Oriental.	Am. \$3.00-\$5.00.	Rotarian Otto Herold.
DAVENPORT, IOWA	Hotel Kimball.	Eu. \$1.00 Up.	Rotarian Wm. F. Miller, Mgr.
DAYTON, OHIO	Hotel Algonquin.	Am. \$3.00-\$5.00; Eu. \$1.50-\$4.00.	Rotarian J. E. Pierce.
DENVER, COLO.	Hotel Albany.	Eu. \$1.00 Up.	Rotarian Sam Dutton.
ESTES PARK, COLO.	Hotel Stanley.	Am. \$5.00 Up.	Rotarian A. Lamborn.
DES MOINES, IOWA	Hotel Elliott.	Eu. \$1.00-\$2.00.	Rotarian H. L. Hedrick.
DETROIT, MICH.	Hotel Statler.	Eu. \$1.50 Up.	Rotarian F. W. Bergman, Mgr.
EDINBURGH, SCOT.	Carlton Hotel.	Rotarian J. C. Bisset, Mgr.	
EL PASO, TEXAS	Hotel Sheldon.	Eu. \$1.50-\$5.00.	Rotarian Burt Orndorff, Prop.
ERIE, PA.	Hotel Lawrence.	Eu. \$1.50 Up.	Rotarian W. T. Johnson, Mgr.
FORT WORTH, TEXAS	Hotel Metropolitan.	Eu. \$1.00 Up.	Rotarian W. N. Moore.
GALVESTON, TEXAS	Hotel Galvez.	Eu. \$2.00 Up.	Rotarian D. Lauber, Mgr.
GLASGOW, SCOTLAND	The Balmoral Hotel.	Rotarian G. E. Adams.	
GLASGOW, SCOTLAND	Windsor Hotel, Ltd.	Rotarian E. W. Theim.	
HALIFAX, N. S.	Halifax Hotel.	Am. \$3.00 Up.	Rotarian Edward L. McDonald.
HARTFORD, CONN.	Hotel Garde.	Eu. \$1.00-\$4.00.	Rotarian W. H. Perry, Jr.
HOUSTON, TEXAS	The Bender.	Eu. \$1.00-\$4.00.	Rotarian B. S. Swearingen, Mgr.
INDIANAPOLIS, IND.	Hotel Claypool.	Eu. \$1.50 Up.	Rotarian H. W. Lawrence.
JACKSON, MISS.	Edwards House.	Eu. \$1.00-\$2.50.	Rotarian B. J. Smith, Mgr.
JACKSONVILLE, FLA.	Hotel Aragon.	Am. \$3.00 Up; Eu. \$1.50 Up.	Rotarian Wm. Foor, Prop.
LIMA, OHIO	Hotel Norval.	Eu. \$1.00-\$2.50.	Rotarian E. C. Eppley, Prop.
LINCOLN, NEBR.	Hotel Lincoln.	Eu. \$1.00-\$3.50.	Rotarian F. J. Richards, Mgr.
LITTLE ROCK, ARK.	Hotel Marion.	Eu. \$1.00-\$5.00.	Rotarian Wm. L. Jones, Mgr.
LOS ANGELES, CAL.	Hotel Hollenbeck.	Eu. \$1.00 Up.	Rotarian J. S. Mitchell.
LOUISVILLE, KY.	Henry Watterson Hotel.	Eu. \$1.50 Up.	Rotarian R. B. Jones, Mgr.
MACON, GA.	Hotel Lanier.	Am. \$2.50 Up; Eu. \$1.00 Up.	Rotarian T. W. Hooks, Prop.
MANCHESTER, ENG.	Hotel Albion.	Rotarian Francis G. Groenert, Mgr.	
MEMPHIS, TENN.	Hotel Gayoso.	Eu. \$1.50 Up.	Rotarian A. L. Parker, Ass't. Mgr.
MILWAUKEE, WIS.	Hotel Pfister.	Eu. \$2.00 Up.	Rotarian Ray Smith, Mgr.
MOBILE, ALA.	Hotel Cawthon.	Eu. \$1.50 Up.	Rotarian Chas. Hervey, Pres.
MOLINE, ILL.	Manufacturers Hotel.	Eu. \$1.00 Up.	Rotarian F. E. Leavens, Mgr.

MONTGOMERY, ALA.	Exchange Hotel.	Eu. \$1.50-\$5.00.	Rotarian C. A. Johnson, Mgr.
NASHVILLE, TENN.	Hermitage Hotel.	Eu. \$2.00 Up.	Rotarian Homer Wilson, Mgr.
NEW CASTLE, PA.	Fountain Inn.	Am. \$2.50-\$3.50.	Rotarian E. C. Shaw, Mgr.
NEW ORLEANS, LA.	Hotel DeSoto.	Eu. \$1.00 Up.	Rotarian Vie. LeBeau, Mgr.
NEW YORK CITY, N. Y.	Hotel Imperial.	Eu. \$1.50 Up.	Rotarian Frank H. Wiggins, Ass't. Mgr.
NEW YORK CITY, N. Y.	Hotel Majestic.	Eu. \$3.00 Up.	Rotarian Copeland Townsend, Mgr.
NORFOLK, VA.	Hotel Fairfax.	Eu. \$1.00-\$2.50.	Rotarian J. F. Bell, Mgr.
OAKLAND, CAL.	Hotel Crellin.	Eu. \$1.00-\$1.50.	Rotarian Louis Aber, Prop.
OAKLAND, CAL.	Hotel Oakland.	Eu. \$1.50 Up.	Rotarian Victor Reiter, Mgr.
OKLAHOMA CITY, OKLA.	Lee-Huckins Hotel.	Eu. \$1.50 Up.	Rotarian Jos. Huckins, Jr., Pres. and Mgr.
OMAHA, NEBR.	Hotel Henshaw.	Eu. \$1.00 Up.	Rotarian T. J. O'Brien.
OTTAWA, ILL.	Hotel Clifton.	Am. \$2.00-\$3.50.	Rotarian L. M. Harvey, Prop.
PADUCAH, KY.	Hotel Palmer.	Eu. \$1.00 Up.	Rotarian S. D. Sinnott, Mgr.
PALESTINE, TEXAS.	Hotel Redlands.	Rotarian E. W. Shubert, Mgr.	
PEORIA, ILL.	Hotel Jefferson.	Eu. \$1.50 Up.	Rotarian H. L. Wiggins, Mgr.
PHILADELPHIA, PA.	Hotel Adelphia.	Eu. \$2.50 Up.	Rotarian D. B. Provan, Mgr.
PHOENIX, ARIZ.	Commercial Hotel.	Eu. \$1.00 Up.	Rotarian A. Luhrs.
PITTSBURGH, PA.	Fort Pitt Hotel.	Eu. \$1.50-\$7.00.	Rotarian A. B. Stahl, Mgr.
PORT ARTHUR, TEX.	Plaza Hotel.	Eu. \$1.00 Up.	Rotarian Walter Barnes.
PORTLAND, ORE.	Hotel Benson.	Eu. Rates moderate.	Rotarian S. Benson, Gen. Mgr.
PORTLAND, ORE.	The Wheeldon Annex.	Eu. \$1.50-\$4.00.	Rotarian C. L. Horn, Pres.
PROVIDENCE, R. I.	Crown Hotel.	Eu. \$1.50 Up.	Rotarian Fred Mansfield, Prop.
QUINCY, ILL.	Hotel Quincy.	Eu. \$1.00-\$2.50.	Rotarian Chas. H. Achepohl, Mgr.
RALEIGH, N. C.	Hotel Yarborough.	Eu. \$1.00 Up.	Rotarian B. H. Griffin, Pres.
READING, PA.	Hotel Berkshire.	\$1.50 Up.	Rotarian Peter Klein, Mgr.
RICHMOND, VA.	Hotel Murphy.	Eu. \$1.00 Up.	Rotarian James Disney, Mgr.
ROCHESTER, N. Y.	Hotel Rochester.	Eu. \$1.50 Up.	Rotarian Wm. D. Horstmann, Mgr.
ROCK ISLAND, ILL.	Hotel Harms.	Eu. \$1.00 Up.	Rotarian Arthur H. Harms.
SACRAMENTO, CAL.	Hotel Sacramento.	Eu. \$1.50 Up.	Rotarian W. H. Hanlon.
ST. JOSEPH, MO.	Hotel Robidoux.	Eu. \$1.50 Up.	Rotarian Chris Neipp.
ST. LOUIS, MO.	Hotel American.	Eu. \$1.00.	Rotarian G. G. Butler, Mgr.
ST. LOUIS, MO.	Hotel Planters.	Eu. \$1.50-\$2.50 Up.	Rotarian Wm. M. Walker, Mgr.
ST. PAUL, MINN.	Hotel St. Paul.	Eu. \$2.00 Up.	Rotarian Chas. G. Roth, Mgr.
SALT LAKE CITY, UTAH.	Hotel Utah.	Eu. \$1.50 Up.	Rotarians Geo. O. Reff, Mgr.; Wm. Gill, Ass't. Mgr.
SAN DIEGO, CAL.	Hotel San Diego.	Eu. \$1.00-\$3.50.	Rotarian E. D. Miller, Mgr.
SAN FRANCISCO, CAL.	Hotel St. Francis.	Eu. \$2.00 Up.	Rotarian James Woods, Mgr.
SAN FRANCISCO, CAL.	Hotel Stewart.	Am. \$3.50-\$5.50; Eu. \$1.50-\$3.50.	Rotarian C. A. Stewart.
SAN FRANCISCO, CAL.	Hotel Herald (Family Hotel).	Eu. \$1-\$1.50.	Rotarian Leo Lebenbaum, Mgr.
SAN JOSE, CAL.	Hotel Montgomery.	Eu. \$1.00 Up.	Rotarian F. J. McHenry.
SAVANNAH, GA.	Hotel DeSoto.	Am. \$4.00 Up.	Eu. \$2.50 Up.
SCRANTON, PA.	Hotels Nash & Holland.	Am. \$2-\$2.50; Eu. \$1-\$1.50.	Rot'n H. T. Madden, Prop.
SEATTLE, WASH.	Hotel Perry.	Eu. \$2.00 Up.	Rotarian H. Brobst, Mgr.
SEATTLE, WASH.	Rainier-Grand Hotel.	Eu. \$1.00-\$5.00.	Rotarian Charles Perry.
SHREVEPORT, LA.	Hotel Youree.	Eu. \$1.00-\$5.00.	Rotarian H. B. Mabson.
SIOUX CITY, IOWA.	Hotel Martin.	Eu. \$1.00 Up.	Rotarian Wm. B. Nation, Mgr.
SOUTH BEND, IND.	Hotel Oliver.	Eu. \$1.00-\$4.00.	Rotarian F. E. Faulknor.
SPOKANE, WASH.	Hotel Davenport.	Eu. Rotarian C. A. Chase.	
SPRINGFIELD, ILL.	St. Nicholas Hotel.	Am. \$3-\$3.50; Eu. \$1.50-\$2.	Rotarian John McCreery.
STOCKTON, CAL.	Hotel Stockton.	Am. \$1.50 Up; also Eu.	Rotarian A. I. Wagner, Mgr.
STOCKTON, CAL.	Hotel Clark.	Eu. \$1.00 Up.	Rotarian Carl Stanley, Mgr.
SUPERIOR, WIS.	Hotel Superior.	Eu. \$1.00-\$2.50.	Rotarian J. A. Magnuson.
SYRACUSE, N. Y.	The Onondaga.	Eu. \$1.50-\$5.00.	Rotarian P. C. Welch, Mgr.
TACOMA, WASH.	Hotel Tacoma.	Eu. \$1.00 Up.	Rotarian Fred W. Stein.
TAMPA, FLA.	Hotel DeSoto.	Am. \$3.00 Up.	Rotarian W. L. Parker.
TERRE HAUTE, IND.	Hotel Deming.	Eu. \$1.00 Up.	Rotarian W. A. Cochran, Mgr.
TOLEDO, OHIO.	Hotel Secor.	Eu. \$1.50 Up.	Rotarian A. L. Wallick.
TRENTON, N. J.	Trenton House.	Am. \$2.50-\$5.00; Eu. \$1-\$3.	Rotarian Jos. G. Buch, Mgr.
TROY, N. Y.	Hotel Rensselaer.	Eu. Rotarian John McGlynn, Prop.	
VINCENNES, IND.	Union Depot Hotel.	Am. \$2-\$3; Eu. \$0.50-\$1.50.	Rot'n Edw. Watson, Pres.
WACO, TEXAS.	State House Hotel.	Eu. \$1.00 Up.	Rotarian W. W. Seley, Prop.
WAUSAU, WIS.	Hotel Bellis.	Am. \$2.00-\$2.50.	Rotarian N. H. Bellis, Sec.
WATERTOWN, N. Y.	Woodruff House.	Am. \$2.50 Up.	Rotarian C. Howard Greene, Mgr.
WHEELING, W. VA.	Hotel Windsor.	Eu. \$1.00 Up.	Rotarian C. J. Kriel.
WILMINGTON, DEL.	Hotel DuPont.	Eu. \$1.50-\$5.00.	Rotarian Ernest S. Taite, Mgr.
WILMINGTON, N. C.	Hotel Wilmington.	Rotarian Ham. Adams, Mgr.	
WORCESTER, MASS.	Bancroft Hotel.	Eu. \$1.50 Up.	Rotarian Chas. S. Averill, Pres.
YOUNGSTOWN, OHIO.	Hotel Ohio.	Eu. \$1.50 Up.	Rotarian Mark C. Hannan, Mgr.

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Absolutely first-class Rates, \$1.50 and up
SAM'L NEWHOUSE, Pres. T. W. PAGET, Mgr.
(Rotarian)

Post Convention Motor Trips

(Continued from page 24 of main section of Magazine.)

leave San Francisco late Friday and early Saturday morning go through San Mateo County around the beautiful lakes that remind one very much of Scotland, then through Palo Alto University which is more richly endowed than any university in the country; from there to San Jose, where the San Jose Club will take care of the whole party while they are in the Santa Clara Valley.

"The boys are working hard to make this part of the trip of especial interest to our guests. They are preparing for a very fine luncheon up in one of the beautiful canyons on the road to the Big Basin and will in all probability be able to secure the privilege for those who care, to pick ripe fruit right from the trees.

"The June issue of THE ROTARIAN told of the beauties of the Santa Clara Valley, so I feel a number will want to avail themselves of the opportunity to see this garden spot.

"Then we go up through the Mountains to the Big Basin and will either stay there all night or proceed from there to the Felton Grove of Big Trees. Some idea of the size of these trees can be obtained when I state that Gen. Fremont lived one entire winter in the hollow of a burned out tree. It contains a room about 14 x 16 feet.

"From here we go to Santa Cruz where bathing can be enjoyed for those who want it, and from this point, our steps wend homeward over another part of the mountains.

"I am arranging so that those who care to con-

tinue on to Monterey can do so, provided they have the time to spend the extra day. The Hotel Del Monte, as most people know, has the most beautiful grounds in the world.

"From Del Monte we return to San Francisco. I am also arranging so that those who do not care to take the Big Basin trip, but would like to go to Yosemite Park or Lake Tahoe may do so. Mt. Tamalpais is also a beautiful trip.

"When you consider that you can leave San Francisco practically at midnight and be in the Yosemite the following afternoon, having to spend a little less than four days on the entire trip and have the entire cost for meals, sleeper, fare, etc., for \$35.00, we believe it will be interesting to a great many who are coming out. Those who care to go on to the Mariposa Big Tree Grove from Yosemite will find its itinerary laid out also.

"It is possible to hire automobiles here at a very reasonable rate to go to Lake Tahoe provided our friends do not care to go by train. If it is at their disposal, they will find the auto trip to Tahoe via Auburn and by Placerville return, one of the best scenic trips in the world.

"Our friends should not figure on coming to San Francisco and getting out of here as soon as the convention is over. They will never see California for so little money for a long time. Special rates are being offered everywhere and I trust that they will not come out, give us the once-over and then go on their way. There are many pretty trips right around San Francisco. San Mateo County has, for instance, a 5-mile auto trip at \$2.00 per person which goes through beautiful redwood forests, through the lakes and along the ocean, that will well re-pay anyone to make. This low cost is made possible through a large advertising fund which the county has placed at its disposal and they pay the difference between the \$2.00 and what charge the auto people make so as to induce people to see San Mateo County.

"Come out and SEE California. We will show you how."

Official Directory--continued from page 12

Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street, on alternate months. No meetings held during August and September.

GLASGOW (Scotland).

Club No. 60. Organized 12 March, 1912.

President—Wm. M'CALL, Morris, Carswell & Co., Ltd., Wholesale Fishing Tackle Mfrs. 118 Howard St. Phone, Central 1653.

Interim Secy.—WALTER LAIDLAW, W. P. Laidlaw & Son, Stationer, 92 St. Vincent St. Phone, Central 8893. Luncheons, Tuesdays at 1:15, Burlington House, 183 Bath Street.

LIVERPOOL (England).

Club No. 80. Organized 10 April, 1913.

President—GEORGE J. PRATT, Pratt, Ellis & Co., Fishmarket. Phone, 1557 Royal.

Hon. Secretary—W. F. B. OULTON, Dodd & Oulton, Ltd., Brass Founders, 8 Stanley St. Luncheons every Thursday at 1 p. m. at the Bear's Paw.

LONDON (England).

Club No. 50. Organized 3 August, 1911.

President—H. N. BOLTON, T. F. Bristow & Co., Ltd., St. James Walk, Clerkenwell, E. C. Secretary—W. STUART MORROW, 265 Strand, W. C. Luncheons held at DeKeyser's Royal Hotel every Wednesday (except the second) at 1:15 p. m.

MANCHESTER (England).

Club No. 66. Organized March, 1912.

President—C. H. MEGSON, A. Megson & Son, Ltd., Cambridge St., Phone, Central 1232.

Hon. Secretary—F. C. KERRIDGE, Insurance Broker, 16 John Dalton St. Phone, Central 1773.

Headquarters, Albion Hotel, Piccadilly. Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.

NEWCASTLE-ON-TYNE (Eng.)

Interim Secretary—E. S. ROBINSON, 1, Moseley St.

SPECIAL SUPPLEMENT OF

THE

ROTARIAN

Vol. VII No. 3

SEPTEMBER, 1915

Price 15 Cents

This Supplement Contains—

**The Official Directory of the
International Association of Rotary Clubs
And a
Directory of Rotary Hotels**

Opportunities in Section Meetings

By O. J. Fee

Carrying Rotary Principles and Ideals Into Trade Organizations Is Urged

UNDER section leadership in Rotary should gather the most representative and influential body of men in the world. No other factor or factors can do as much to give each industry or profession a place in the general esteem and bring prosperity to its members. No organization has such an opportunity as Rotary has to advance the general business welfare of the world. There is a keen satisfaction in being part of an organization that receives the esteem of the general public, and in knowing that you share in that esteem.

To you who have attended many conventions, large and small, my thought may not appeal as much as I wish it to appeal to the man who has never attended any. For he must realize and appreciate the value of meeting men of his own line of business and exchanging thoughts and experiences that no man can get otherwise, meeting them in cor-

dial confidence, and learning what others are doing in his line of work. The thought that I would bring to you has in it the initiative of fundamental group representation for the enactment of such laws as are to govern our movement.

Section meetings should establish within themselves the principles or codes of business from their point of view, and present them to the International Convention to be coadjusted and therefrom evolve the purposes and principles of International Rotary; and on the other hand the trade sections here organized should take the Rotary business standards and infuse them into their classified organizations, local, state, and national. For in Rotary you have found a freedom of expression and acceptance of thought, as found in no other organization, be it of church or state.

And, Chairman Mulholland, one thing I wish to see established is a more thorough understanding of the points of view of the business versus the professional man. Too often are we business men unprofessional, and as often is the professional man lacking in business judgment; and each thinking himself in the right there results friction detrimental to society.

Business may be as much a learned profession as theology, law, medicine, engineering, agriculture, and demands a thorough practical training. This is obtained chiefly in actual business experience, but a correlated, theoretical and scientific education may be obtained in college and in just such conventions as this.

NOTE.—Address delivered before the Sixth Annual Convention, International Association of Rotary Clubs at San Francisco, July 19, 1915, under the title "Rotarian Opportunities Presented by Meetings of Trade and Professional Sections." Mr. Fee is a member of the Rotary Club of Lincoln, and is chairman of the Laundrymen's Section.

It is now a question of the supply of officers for the industrial army, and those who aspire to places of trust must first go through a long and arduous course of training lest they be found wanting.

A practical phase of the value of section meetings is the exchange of suggested business methods as they appear in one community and might apply in another; or the informing of an ally of the moving of a customer into his community and of the desirability of making acquaintance with said customer.

One of the greatest forces in the accomplishment of any purpose is co-operation. Unity of thought, effort and purpose toward a given end has been effective since time began, whether in the home, the state, the fraternal organization or in business. Co-operation is today, as it has always been, the vital force back of successful endeavor in any line.

Let me read a line from the letter of one brother to another: "The nature of your business of course brings you to realize what service does mean, and how necessary it is to co-operate with the trade and customers in order to bring about the greatest efficiency and best service. This has always been our aim, and we know it has been yours."

Every business classification should not be less careful in watching the laws which do not affect them directly than they are in watching the ones which do. Let the laundrymen bear in mind that our business cannot be prosperous unless other lines of business are prosperous. A law which on its face does not seem to affect the prosperity of a classified trade may be much more harmful in its ultimate results than one that seems to mean almost immediate ruin. Then may we not, in our section meetings, so support the efforts to bring conflicting state laws to uniformity, or support the cure by national legislation.

"Birds of a feather flock together" and thus in the universal migratory movement of all birds we find a commingling of common interests and adaptation, adaptation to climatic resistances and of food supply; so if you please, let me draw the analogy, that of business migrating to a new field and there establishing itself in an environment that bids no hostility and assures a reasonable return of profit on the investment; or, if its present environment be not adverse, then co-operating each with its kind, not destroying each other, or being antagonistic to different classifications, but so appropriating the food supply or profit that there be enough for all. Let our co-operation be along the lines of business building rather than that of business getting. Let us establish a one-price policy with a profit rather than the old dickering system. Let not our judgment be so warped by our enthusiasm for our own line that we lose the advantage that another line may afford us.

Again let us distinguish between a desired value and a cost profit value, and refrain from sales which often disturb the public mind and throw us into a financial panic. Rather let us in our sections reflect upon the effect that price adjustments may have on allied trade, and act in a world concert of unified trade building. And while constructing these standards let not our administration be that of multiplicity of laws but rather that of precedent.

The perfect civilization is a condition of society where each one bears his part for the betterment of the whole. Any organization made up of indi-

viduals of other ideals must be parasitic. No civilization will endure where the masses bear the burden for the few. Note the dawn of civilization along the Euphrates, which was thus founded and which has long since passed; note the rise of the Roman Empire and its fall by weight of militarism.

Every member must bear his full share for the betterment of the community; equal opportunity for all, special dispensations for none. The race must advance as a whole, and no part advance at the expense of another; so no classification in Rotary shall advance at the expense of any other. Character is the supreme thing in business dealing—the element which must necessarily permeate every branch of our classified business.

We shall not have an ideal state of civilization until all the laws of Nature are obeyed so that the needs of all races shall be provided. It is the ideal toward which we must work. Gladstone, that great English statesman, claimed the supreme function of government was to make it as hard as possible to do wrong, and as easy as possible to do right.

How quickly the spirit of Rotary springs to the aid of the unfortunate by birth or circumstances. Rotary is constantly promulgated ideals. Henry Ward Beecher, the great idealist, as he stood before an audience of skeptical mood, in which sat General Lee whom Beecher had differed with so strongly, said as he extended his hand across the rail of an adjoining box, "General Lee, American citizenship and brotherhood sweep away all prejudice."

Rotary stands for the development of the individual business man against that of the multi-organized business. Rotary is promulgating business methods and business ideals and stands for maximum efficiency,—that efficiency which runs into every well considered detail of personnel and method; which runs to the extent of lifting the ideal of service above every personal interest.

I quote from our President Wilson on "The Rules of the Game." He said: "Publicity: not doing anything under cover. Let's see how you are running the game. Give full equivalent in service for the money you receive. Try to make profits proportionate to the satisfaction of the people you serve. Have conscience in business. Try to make good according to the standards of the people we live with. Have the spirit of service which puts the work you do above mere monetary considerations."

Let me urge you allies to gather at the call of your chairman, and there lay the foundation for organized activities of business building that shall carry into effect general policies of International Rotary.

Now, that we met in the East, then in the South and now in the West, let us not be discouraged by small attendance at our sections, for some time we will meet in Cincinnati, a central location where each section may have a full-grown convention; we may find that

*"There are thousands to tell you it cannot be done,
There are thousands to prophesy failure;
There are thousands to point out to you, one by one,
The dangers that wait to assail you;"*

*"But just buckle in with a bit of a grin,
Then take off your coat and go to it;
Just start in to sing, as you tackle the thing
That 'cannot be done',—and you'll do it."*

OFFICIAL DIRECTORY INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

A Roster of the Officers of the Association and All Rotary Clubs



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1915-1916.

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District No. 2 (New York, New Jersey) **Governor William J. O'Hea**, District Manager

New York Tel. Co. (Telephone Service), 95 N. Fitzhugh St., Rochester, N. Y., U. S. A.

District No. 3 (Pennsylvania, Delaware, Maryland, District of Columbia) **Governor Geo. W. Harris**, Harris & Ewing (Photographer), 1311 F. St., Washington, D. C., U. S. A.

District No. 4 (Virginia, North Carolina, South Carolina) **Governor David P. Sites**, Caldwell Sites Co. (Books), 105 Jefferson St., Roanoke, Va., U. S. A.

District No. 5 (Georgia, Florida, Alabama) **Governor Frank P. Glass**, Editor Birmingham News (Newspaper), Birmingham, Ala., U. S. A.

District No. 6 (Mississippi, Tennessee, Kentucky, Arkansas) **Governor Robert A. McDowell**, Attorney-at-law, 906 Lincoln Bldg., Louisville, Ky., U. S. A.

District No. 7 (Ohio, West Virginia, Michigan—Lower Peninsula) **Governor C. F. Laughlin**, The C. F. Laughlin Co. (Loans), 219 Williamson Bldg., Cleveland, O., U. S. A.

District No. 8 (Indiana, Illinois) **Governor Herbert C. Angster**, President Chicago Well Supply Co. (Well Supplies), 228 W. Ontario St., Chicago, Ill., U. S. A.

District No. 9 (Michigan—Upper Peninsula, Wisconsin, Minnesota) **Governor W. J. Zimmers**, Baker & Zimmers (Attorney-at-law), 740 Wells Bldg., Milwaukee, Wis.

District No. 10 (Iowa, North Dakota, South Dakota, Nebraska) **Governor John O. Knutson**, Merchandise Broker, 308 Pierce St., Sioux City, Ia., U. S. A.

District No. 11 (Missouri, Kansas, Oklahoma) **Governor A. E. Hutchings**, Business Manager Thornton & Miner (Sanitariums), 10th and Oak Sts., Kansas City, Mo., U. S. A.

District No. 12 (Texas, Louisiana) **Governor W. H. Richardson, Jr.**, V. P. W. H. Richardson & Co. (Retail Hardware), P. O. Box 178, Austin, Texas, U. S. A.

District No. 13 (Arizona, New Mexico, California, Hawaii, Nevada) **Governor H. J. Brunnier**, Proprietor, (Consulting Engineer), Sharon Bldg., San Francisco, Calif., U. S. A.

District No. 14 (Colorado, Utah, Idaho, Wyoming, Montana) **Governor J. E. Zahn**, Secy-Treas. U. S. Portland Cement Co. (Cement Products), Coors Bldg., Denver, Colo., U. S. A.

District No. 15 (Washington-Oregon, Alaska) **Governor Claude H. Eckart**, Eckart Plumbing & Heating Co. (Plumbing & Heating), 1614 3rd Ave., Seattle, Wash., U. S. A.

District No. 16 (Nova Scotia, New Brunswick, Newfoundland, Prince Edward Island) **Governor John C. Gass**, Province Manager

Imperial Life Assurance Company (Life Insurance), Canadian Bank of Commerce Bldg., Halifax, N. S.

District No. 17 (Quebec, Ontario) **Governor** Thomas J. Wells, Robt. White Co., Ltd. (Mineral Water), 638 Craig St., East, Montreal, Quebec, Can.

District No. 18 (Manitoba, Alberta, British Columbia, Saskatchewan) **Governor James S. Ryan**, Mercantile Agency, 23 Thomas Block, Calgary, Alta., Can.

District No. 19 (British Isles) **Governor J. S. Proctor**, London & Lancashire Fire Ins. Co. (Fire Insurance), 32 Royal Exchange Sq., Glasgow, Scotland.

PAST PRESIDENTS.

Paul P. Harris, 1317 Unity Bldg., Chicago, Ill., U. S. A.

Glenn C. Mead, 818 Real Estate Trust Bldg., Philadelphia, Pa., U. S. A.

Russell F. Greiner, 10th and Central Sts., Kansas City, Mo., U. S. A.

Frank L. Mulholland, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

British Association of Rotary Clubs.

President—W. H. Alexander, 91 Donegall St., Belfast, Ireland.

Hon. Secretary—Thos. Stephenson, 6 South Charlotte St., Edinburgh, Scotland.

AFFILIATING ROTARY CLUBS.

Arranged in this directory in three Divisions: United States, Canada, Great Britain and Ireland.

United States.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

AKRON (Ohio).

Club No. 107. Organized 17 February, 1914. President—H. A. BAUMAN, B. F. Goodrich Co., Druggists' Sundries, 41 Conger Ave. Secretary—G. N. HAWKINS, Sec. and Treas. The Lyman-Hawkins Lumber Co., 440 S. Main St. Luncheons fourth Monday in month at Hotel Portage. Meetings, second Monday of each month at 6:00 p. m., at Portage Hotel.

ALBANY (N. Y.).

Club No. 68. Organized 15 April, 1913. President—GEORGE D. ELWELL, Prop. Newton Brick & Supply Co. Wholesale & Retail Masons' and Builders' Supplies. Waldorf Bldg. Phone Main 2656. Res. Phone Main 1226-M.

Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale and Retail Hats and Caps, 472 Broadway, Phone, Main 2530. Res. Phone West 687-R. Luncheons every Friday at 1 p. m. at Hotel Ten Eyck.

ALLENTOWN (Penn.).

Club No. 121. Organized 3 April, 1914. President—ABBOTT S. WEIBEL, Pres. & Gen. Mgr. Lehigh Electric Co. Electrical Contractors & Supplies. 18 No. 6th St. Phone Bell 1001—Consolidated 1135. Res. Phone Consolidated 6205.

Secretary—G. FRANK TIFFI, Supt. Bradstreet Co., Mercantile Agency, 903 Hunsicker Bldg. Luncheons every Friday (except third week in each month) 12:15 p. m. to 1:15 p. m. at Hotel Allen. Meetings third Friday in each month at such time and place as the directors may designate. HOTEL: Hotel Allen. American. Rates \$2.50 to \$5.00. C. W. Masters, Mgr.

ASHEVILLE (N. C.).

Club No. 152. Organized 29 January, 1915. President—GEO. E. LEE, Insurance and Bonds, Room 6, Paragon Bldg.

Secretary—PERRY D. COBB, Office Equipment, 78 Patton Ave.

Luncheons every Thursday at 1 p. m. at Langren Hotel.

ATLANTA (Ga.).

Club No. 79. Organized 2 July, 1913. President—LEE M. JORDAN, Partner Tye, Peeples & Jordan, Attorneys-at-law, 417 Trust Co. of Ga. Bldg. Phone Ivy 7639.

Secretary—KENDALL WEISIGER, Efficiency Engineer Southern Group of Bell Telephone Companies. Telephones, 57-4 So. Pryor St. Phone Main 9878. Club Headquarters, 910 Third National Bank Bldg. Luncheons first and third Tuesday in each month at one o'clock p. m. at the Winecoff Hotel.

ATLANTIC CITY (N. J.).

Club No. 141. Organized 5 January, 1915. President—JOS. McNAMEE, Marine Trust Co.

Secretary—DR. J. S. LOGUE, Physician-Osteopath, New York Ave. and Boardwalk. Luncheons every Tuesday, except 1st Tuesday in month, at Schlitz's Hotel, at 1 p. m. Meetings held 1st Tuesday in month at Strand Hotel.

AUBURN (N. Y.).

Club No. 163. Organized 12 April, 1915. President—W. J. HENRY, Pres. Henry & Allen Co., Mfr. Agricultural Implements. Phone 13, Res. Phone 3. Secretary—E. P. KOHL, Advertising Mgr., Columbian Rope Co., 31 Williams St. Phone 780. Res. Phone 1067J.

Club Headquarters, Osborne House, Phone 94. Luncheons every Monday at 12:10 p. m., (except July and August) in Palm Room, Osborne House.

AUGUSTA (Ga.).

Club No. 138. Organized 23 September, 1914. President—RUFUS H. BROWN, Cashier Georgia Railroad Bank.

Secretary—MARION G. RIDGELY, Ellis & McIntosh Sts. Phone 667. Luncheons held every Wednesday at 2:15 p. m. at Albion Hotel.

AUSTIN (Texas).

Club No. 63. Organized 1 March, 1913. President—W. H. RICHARDSON, JR., Pres. W. H. Richardson & Co., Hardware. Mail address P. O. Box 33.

Secretary—J. W. EZELLE, Dist. Mgr. The Southwestern Tel. & Tel. Co. Mail address P. O. Box 956. Club headquarters at office of secretary, Telephone Bldg. 410 Congress Ave.

Luncheons every Thursday at 1 p. m. at Driskill Hotel.

BALTIMORE (Md.).

Club No. 48. Organized 3 January, 1912. President—JOHN B. BERGER, Pres. Baltimore Cooperage Co., Tanks and Cooperage, Leadenhall and Ostend Sts. Phone, South 889. Res. Phone Mt. Vernon 1570.

Secretary—ERNEST R. GORSUCH, Pres. The Gibson and Price Co., Furniture, 1918 E. Fayette St. Phone, St. Paul 153 and Wolfe 6333. Res. Phone Walbrook 1598.

Club Headquarters, Hotel Rennert, Liberty and Clay Streets. Phone, St. Paul 1800.

Luncheons every Tuesday at 1 p. m. in rear Main Dining Room Hotel Rennert.

HOTEL: Rennert, Liberty and Saratoga St. \$1.50 per day and up. \$2.00 per day and up with bath. European plan.

BAY CITY (Mich.).

Club No. 134. Organized 14 April, 1914. President—Wm. F. Jennison, Jennison Hdw. Co. Phones Bell 110, Valley 156. Res. Phone Bell 427.

Secretary—Jas. C. McCabe, Secy. Bay City Board of Commerce. Phone Bell 1646, Valley 646. Res. Phone Bell 822.

Luncheons every Tuesday at 12:15 p. m. at Bay City Club.

BEAUMONT (Texas).

Club No. 72. Organized 26 February, 1913. President—MARSHALL G. MUSE, Mgr. Rosenthal Dry Goods Co.

Secretary—W. V. Neal, Mgr. Jefferson Co. Traction Co. Meetings held Wednesday of each week at Hotel Crosby.

BINGHAMTON (N. Y.).

Club No. 64. Organized 7 March, 1912. President—D. J. KELLY, Supt. of Schools. Municipal Bldg. Phone Bell 616. Res. Phone Bell 855 R.

Secretary—BEN L. JOGGERST, Rubber Stamps. 5 Westcott Block, State St.

Club Headquarters at Secretary's Office.

Luncheons Wednesday 12:15 to 1:30 p. m. Meetings last Wednesday of month at 6:15 p. m.

BIRMINGHAM (Ala.).

Club No. 56. Organized 10 February, 1913.
 President—J. D. MOORE, Moore-Handley Hardware Co. Main 7741.
 Secretary—JOHN C. HENLEY, care Birmingham Publishing Co., 1705 3rd Ave.
 Assistant Secretary—OLIVER COX, Cable Bldg., 1818 Second Ave. Phone 4078. (Address all communications to Mr. Cox.)
 Luncheons each Wednesday, except third Wednesday of month, at Tutwiler Hotel, at 1 p. m.
 Meetings held third Wednesday of each month at 12:30 p. m. at Tutwiler Hotel.

BLOOMINGTON (Ill.).

Club No. 159. Organized 12 March, 1915.
 President—CHAS. F. J. AGLE, Feed, 209 S. Center St.
 Secretary—J. A. PERKINS, Gas, Light & Power, 316 N. Main St.
 Meetings held every Thursday at 12:15 p. m. at Illinois Hotel.

BOSTON (Mass.).

Club No. 7. Organized 27 December, 1909.
 President—EDWIN C. MILLER, Pres Henry F. Miller & Sons Piano Co., 395 Boylston St.
 Secretary—RALPH G. WELLS, John Hancock Bldg. Club Headquarters, 178 Devonshire Street, Room 213. Phone, Ft. Hill 1715.
 Luncheons every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings second Monday each month 6:30 p. m.
 No meetings during summer months.

BROOKLYN (N. Y.).

Club No. 106. Organized 14 August, 1913.
 President—CHAS. JEROME EDWARDS, Mgr. The Equitable Life Assurance Society of the U. S. Life Insurance, 204 Montague St.
 Secretary—FRED H. TIMPSON, Secy. & Treas. Brooklyn Life Pub. Co. Society Publications, 307 Washington St.
 Meetings held second and fourth Thursdays of each month for luncheon, 1 p. m., at the Hotel Bossert.

BUFFALO (N. Y.).

Club No. 28. Organized 15 May, 1911.
 President—SAMUEL B. BOTSFORD, Partner Botsford & Lutte, Attorneys, 834 Prudential Bldg. Phones, Federal 24340, Bell Seneca 1307.
 Secretary—GODFREY MORGAN, Mgr. Spencer, Kellogg & Sons, Inc. Grain Elevator Operation, 1101 Chamber of Commerce. Phones, Federal 21130, Bell Seneca 4134 or 1690.
 Club Headquarters at office of Secretary.
 Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler.

BUTTE (Mont.).

Club No. 140. Organized 1 July, 1914.
 President—DR. T. C. WITHERSPOON, Murray Hospital, Quartz and Alaska Streets.
 Secretary—CHAS. AUSTIN, c/o Chamber of Commerce. Luncheons every Thursday at 12:30 p. m. at "Gamers."

CAMDEN (N. J.).

Club No. 59. Organized 3 December, 1912.
 President—JOSHUA C. HAINES, Prop. Camden Van Co., Storage & Moving, 610 Walnut St. Phone, Bell 414 A; Res. Keystone, 858.
 Secretary—WM. A. STEWART, Secy. & Treas., Moffett & Stewart, Inc., Architects, 30 N. 3rd St. Phone Bell 1535. Res. Phone Bell 1792.
 Luncheons every Tuesday in each month, except 1st Tuesday at 12 m. at Garden Hotel. Monthly meetings 1st Tuesday of month at 6 p. m. (except July and August) at the places of business of the different members.

CANTON (Ohio).

Club No. 146. Organized 8 January, 1915.
 President—C. R. McLEAN, Mgr. The Bradstreet Co., 912 22nd St. N. W. No. 502 both phones. Res. Phone 2982.
 Secretary—L. S. McCONNELL, Partner The Miller-McConnell Co., 213 Tuscarawas St. W. Phones Stark 1546; Bell Phone 930. Res. Phone Stark 72201.
 Luncheons every Monday at 12 m. at either the Courtland Hotel or Bender's Hofbrau Haus.
 Dinners first Friday of month at 6 p. m. at either the Courtland Hotel or Bender's Hofbrau Haus.

CEDAR RAPIDS (Ia.).

Club No. 118. Organized 6 April, 1914.
 President—LUTHER A. BREWER, Publisher Torch Press, 4th Ave and 3rd St.
 Secretary—THOS. B. POWELL, Powell & Robbins, Attorneys, 813 American Trust Bldg.

Meetings held every Monday at 12:15 p. m., Montrose Hotel.

CHATTANOOGA (Tenn.).

Club No. 103. Organized 2 January, 1914.
 President—OTTO K. LeBRON, Edwards & Lebron, Jeweler, 805 Market St. Phone Main 1835. Res. Phone Hemlock 1200.
 Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke Printing Co., 810 Chestnut St. Phone Main 191.
 Luncheons every Thursday of each month, at 12:10 p. m. at Hotel Patten.
 Meetings held third Thursday of each month, at 6:45 p. m., at Hotel Patten.

CHICAGO (Ill.).

Club No. 1. Organized 23 February, 1905.
 President—HERBERT C. ANGSTER, Pres. Chicago Well Supply Co., 228 W. Ontario St. Phone, Superior 2261.

Asst. Secretary—E. V. ACKERMAN, 19 S. LaSalle St. Phone, Randolph 608.
 Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608.
 Club dinners 2nd and 4th Thursdays, 6:30 p. m. at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph.

HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.

HOTEL: Gladstone, Kenwood Ave. and 62nd St. (South Side) Rooms with private bath \$7, \$8 and \$9 per week.

CINCINNATI (Ohio).**1916 Convention City.**

Club No. 17. Organized 15 September, 1910.
 President—F. W. GALBRAITH, JR., The Western Paper Goods Co., Tobacco Bags, Third and Lock Sts. Phone, Canal 2346.
 Secretary—CHAS. B. WILBERDING, Tailor, 205 Neave Bldg. Phone, Main 3922.
 Club Headquarters and Secretary's office, 205 Neave Bldg. Phone, Main 3922.
 Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

CLEBURNE (Texas).

Club No. 110. Organized July, 1913.
 President—W. C. WILSON, Wilson Hardware Co.
 Secretary—CECIL HORNE, Editor Cleburne Morning Review and Johnson County Review. Printers, Publishers, and Stationers, 11 West Henderson St.
 Luncheons held every Thursday at 12:45 at Hotel Raymond.

CLEVELAND (Ohio).

Club No. 18. Organized 1 December, 1910.
 President—CHAS. Y. McVEY, The Cuyahoga Telephone Co. Telephone Service, Electric Bldg. Phone Central 31.
 Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles, 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168.
 Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phones, Central 23 and Prospect 75.
 Weekly luncheon every Thursday at 12 o'clock in Lattice Room of Hotel Statler.
 Monthly banquets and business meetings held every second Monday in each month at various hotels and clubs.

CLINTON (Ia.).

Club No. 175. Organized 24 June, 1915.
 President—OTTO KORN, Baker, 230 5th Ave.
 Secretary—D. H. Winget, Printing, 212 7th Ave.

COLUMBUS (Ohio).

Club No. 38. Organized January, 1912.
 President—JAS. T. DANIELS, Central Union Telephone Company.
 Secretary—HERBERT SHERWOOD WARWICK, Dept. Mgr. Chamber of Commerce, 36 E. Broad St.
 Luncheons first, second and third Tuesdays of month at 12 m., Green Joyce Co. Garden Tea Room. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.

CORPUS CHRISTI (Texas).

Club No. 125. Organized 16 June, 1914.
 President—L. R. LOVING, Mgr. Loving-White Clothing Co., 609 N. Chaparral St.
 Secretary—H. H. EDWARDS, Mgr. Corpus Christi Printing Co., 311 Mesquite St.
 Luncheons every Thursday at 12:30 p. m. Nueces Hotel.

COUNCIL BLUFFS (Ia.).

Club No. 153. Organized 23rd February, 1915.
 President—C. C. LYON, c/o Council Bluffs Stock Remedy Co., 1802 W. Broadway.
 Secretary—C. H. WOODWARD, John G. Woodward & Co., Wholesale Confectioners, 211-15 Broadway.

Luncheons every Friday (except last Friday in month) at 12:15 p. m. at Hotel Grand.
Meetings last Friday of month at 6:15 p. m.

DALLAS (Texas).

Club No. 39. Organized May, 1911.
President—ROBT. L. THORNTON, Secy.-Mgr. United Land & Bldg. Co., 1003 Main St. Bell Phone Main 1300. Res. Phone Haskell 1457.
Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg. Phone Main 5488. Res. Phone Haskell 1696.
Meetings held on Thursday at 12:15 p. m., Oriental Hotel.
HOTEL: New Oriental. American \$3.00 and up. European \$1.50 and up. Otto Herold, Mgr.

DAVENPORT (Iowa).

Club No. 34. Organized 10 November, 1911.
President—OSWALD BECKER, Dist. Mgr., Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone 4091-L. Res. Phone Dav. 3640.
Secretary—GEO. A. PRIDE, c/o Royal Typewriter Co., 301 Central Office Bldg. Phone 270. Res. Phone Dav. 3778-L.
Club Headquarters at office of Secretary.
Luncheons held every Monday at 12 m. at the Hotel Blackhawk, except the 1st Monday in month when it is held at the Commercial Club.

DAYTON (Ohio).

Club No. 47. Organized 14 May, 1912.
President—J. A. OSWALD, Pres. The Kidder-Oswald Company, Mfg. Contractor, 5th and Norwood Streets. Phone, Main 45.
Secretary—GEO. S. BLANCHARD, President Blanchard Structural Products Co., 614 Schwind Bldg. Phone, Main 622.
Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.
HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

DENVER (Colo.).

Club No. 31. Organized 25 October, 1911.
President—W. J. SPRAY, Spray Coffee & Spice Co., 639 15th St. Phone, Main 2040.
Secretary—E. W. BROOKS, The Smith-Brooks Printing Co., 1347 California St. Phone Main 498.
Club Headquarters at office of Secretary.
Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

DES MOINES (Iowa).

Club No. 27. Organized 1 May, 1911.
President—A. P. RAINSBURG, c/o Register & Leader. Printer, 127 4th St. Phone, Walnut 320.
Secretary—LLOYD H. WADDELL, Des Moines Duplicating Co., 404-08 Securities Bldg. Phone, Walnut 2240.
Club Headquarters, 404-08 Securities Bldg.
Meetings held at Savery Hotel every other Thursday.

DETROIT (Mich.).

Club No. 16. Organized July, 1910.
President—EDWARD N. HINES, County Road Commissioner, Good Roads, 46-48 Larned St., E. Phone, Main 3167.
Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mnfrs., 906 Majestic Bldg. Phone, M-187.
Club Headquarters maintained at office of Secretary. Luncheons every Wednesday at 12:30 p. m. at Hotel Statler.

DULUTH (Minn.).

Club No. 25. Organized 11 February, 1911.
President—E. N. WHYTE, President Curry & Whyte Co., Wholesale Forest Products, 511 Lyceum Bldg. Phone Melrose 1838.
Secretary—WM. M. GRAVATT, Wm. M. Gravatt & Co., 205 Lonsdale Bldg., cor. 3rd Ave. W. and Superior St. Phone Melrose 142 and Grand 466.
Club Headquarters maintained at office of Secretary. Luncheons each Thursday at various places at 12 m. except on the last Thursday of each month when a dinner is held at 6:30 p. m.

EASTON (Penn.).

Club No. 149. Organized 11 February, 1915.
President—W. M. HEIBERGER, Shoes, 239 Northampton St.
Secretary—W. E. CHURCHMAN, Prop. Churchman Business College, 303 Northampton Nat'l Bk. Bldg.
Luncheons every Thursday at 12:15 p. m. at Seip's Cafe.

EL PASO (Texas).

Club No. 119. Organized 9 April, 1914.
President—A. E. ROWLANDS, Burroughs Adding Machine Co., P. O. Box 702.

Secretary—J. R. SEGALL, El Paso Optical Co., 108 Texas St.
Meetings held every Thursday at 12:15 p. m. at the Rotary Grill in the Sheldon Hotel.

ERIE (Penn.).

Club No. 91. Organized 8 September, 1913.
President—JAMES RUSSELL, Secy. and Treas. Harper & Russell, Real Estate, 731 State St. Phones Mutual 134 and Bell 723W.
Secretary—A. M. CASSEL, Pres. Erie Business College, Business College, 12 W. 9th St. Phone Mutual 1495. Weekly luncheon and meeting of club is held each Wednesday at 12:30 p. m. at the Lawrence Hotel.

EVANSVILLE (Ind.).

Club No. 102. Organized 9 December, 1913.
President—A. L. SWANSON, Electricity, 316 Upper 2nd St.
Secretary—A. W. SEVRINGHAUS, Purchasing Agent Parsons-Scoville Co., Wholesale Groceries, 915 Main St. Luncheon every Tuesday at 12:15 at St. George Hotel.

FORT WAYNE (Ind.).

Club No. 154. Organized 5 January, 1915.
President—MARTIN LUECKE, O'Rourke & Luecke, Attorney, Tri State Bldg. Phone 255.
Secretary—FRANK E. BOHN, Asst. Gen. Mgr. Home Telephone & Telegraph Co. Phones 119 or 1111.
Club Headquarters at The Commercial Club.
Luncheons each Wednesday at 12:15 p. m. at Commercial Club.
Meetings first Monday of each month at 6:30 p. m.

FORT WORTH (Texas).

Club No. 75. Organized 11 March, 1913.
President—HARRY J. ADAMS, Pres. Sandegard Grocery Co. Retail Grocers, Cor. 10th & Houston Sts. Phone Lamar 4020. Res. Phone Lamar 5706.
Secretary—ADAMS B. VERA, Vera-Reynolds & Co. Insurance & Bonds, 405-6 Reynolds Bldg. Phone, Lamar 1037. Res. Phone Rosedale 505.
Club Headquarters at office of secretary.
Luncheons every Friday 12:15 to 1:30 p. m. at Metropolitan Hotel.
HOTEL: Metropolitan, 8th to 9th Sts. European, \$1.00 and up.

GALESBURG (Ill.).

Club No. 123. Organized 29 April, 1914.
President—CHAS. W. HOYT, Supt. O. T. Johnson Co., Main St.
Secretary—FREDERICK C. WEBSTER, Insurance and Real Estate, Holmes Bldg.
Headquarters at Galesburg Club Bldg.
Luncheons held first and third Thursday at 12 m.
Meetings held second and fourth Thursday at 6:30 p. m.

GALVESTON (Texas).

Club No. 73. Organized 8 February, 1913.
President—FRANK A. ALLEN, T. B. Allen & Co., Wholesale Lumber and Staves, Security Bldg. Phone 1755. Res. Phone 3194.
Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700. Res. Phone 3434.
Meetings held Wednesday of each week at 12:30 p. m., Hotel Galvez.
HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.

GRAND RAPIDS (Mich.).

Club No. 77. Organized 26 March, 1913.
President—S. EUGENE OSGOOD, Architect, G. R. Herald Bldg.
Secretary—ALBERT L. HAMMER, Commercial Credit Co., Murray Bldg.
Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe.

HAGERSTOWN (Md.).

Club No. 163. Organized 14 January, 1915.
President—C. G. TRIESLER, Supt. Metropolitan Life Ins. Co., 16 W. Washington St. Bell Phone Hagerstown 9005.
Secretary—MARK MELLOR, Dist. Mgr. Chas. & Pot. Tel. Co., 33 S. Jonathan St. Bell Phone Hagerstown 1044.
Luncheons held second and fourth Thursday at 12:30 p. m. at Country Club.

HARRISBURG (Penn.).

Club No. 23. Organized 3 May, 1911.
President—ARTHUR D. BACON, Pres. and Gen. Mgr. D. Bacon Co., Wholesale Confectionery, 435 S. Cameron St. Phones, Bell 57 and Cumb. 326.
Secretary—WM. M. ROBISON, Local Mgr. Insurance Co. of North America. Fire Insurance, 406 Telegraph Bldg. Phones, Bell 2072 and Cumb. 236x.
Club Headquarters at office of Secretary.
Meetings held on 1st and 3rd Tuesdays of month at various places.

HARTFORD (Conn.).

Club No. 26. Organized 6 December, 1910.
President—F. G. MACOMBER, 11 Central Row.
Secretary—M. C. MANTERNACH, 74 Union Pl.
Meetings held 2nd Wednesday of each month at various hotels.

HAVERHILL (Mass.).

Club No. 167. Organized 18 September, 1914.
President—W. M. HOW, Stationery, 27 Washington Sq.
Secretary—RAYMOND F. PAGE, Treas., Page Taxicab Co., 62 Elm St.

HIGHLAND PARK (Mich.).

Club No. 161. Organized 8 March, 1915.
President—JOSEPH F. CRUSOE, Special Agent Sun Life Assurance Co., 2940 Woodward Ave. Phone, Hemlock 2684.
Secretary—HARRY A. SISSON, Bus. Mgr. Highland Park Times, 11 Davison Ave. Phone Hemlock 2216.
Luncheons held each Tuesday at 12:30 p. m. at Brown's Highland Park Creamery, 2941 Woodward Ave.

HONOLULU (Hawaii).

Club No. 170. Organized 10 March, 1915.
President—S. S. PAXSON, Schuman Carriage Co., Ltd. (Automobiles.)
Acting Secretary—L. H. UNDERWOOD, c/o Sewers & Coke, Ltd.
Luncheons Thursday noon at Commercial Club.

HOUSTON (Texas).

Club No. 53. Organized 30 August, 1912.
President—Geo. W. HAWKINS, Automobile Supplies, Carter Bldg. Phone P. 9090.
Secretary—GEO. M. WOODWARD, Good Texas Lands, 209 Lumberman's Bank Bldg.
Club Headquarters, 209 Lumbermen's Bank Bldg.
Luncheon and Meeting every Thursday at 12:15 p. m. in Banquet Room (9th floor) Hotel Bender.
HOTEL: The Bender, Main and Walker. \$1.00 to \$4.00 daily, European plan. B. S. Swearingen, Managing Director.

HUNTINGTON (W. Va.).

Club No. 169. Organized 10 June, 1915.
President—W. H. BANKS, Banks Supply Co. Mine & Mill Supplies, 1117 5th Ave. Phone 12.
Secretary—W. R. POWER, Consol. L. H. & P. Co. Mfr. Electric Light and Power, 232 5th Ave. Phone 2812.
Luncheons second and fourth Tuesdays of each month at 12:15 p. m., at the Frederick Hotel.

INDIANAPOLIS (Ind.).

Club No. 58. Organized 17 February, 1913.
President—W. E. PITTSFORD, Pres. Pittsford Purity Pie Co., 1420 N. Senate Ave. Phone, New 3315; Main 1515.
Secretary—H. A. ZIMMERMAN, Mgr. Remington Typewriter Co., 6 W. Market St.
Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

ITHACA (N. Y.).

Club No. 166. Organized 10th February, 1914.
President—L. C. BEMENT, Haberdasher, 516 E. Buffalo St.
Secretary—P. O. WOOD, Accident Insurance, 152 E. State St.
Luncheons held first and third Tuesday at 1:15 p. m. at Ithaca Hotel.

JACKSON (Miss.).

Club No. 144. Organized 29 July, 1914.
President—ROBT. E. KENNINGTON Prop., R. E. Kennington's, E. Capitol & Congress. Phone 1541. Res. Phone 433.
Secretary—J. PAUL TATOM, Prop., Tatom Shoe Store, 415 E. Capitol St.
Luncheons every Wednesday from 1 to 2 p. m. at Hotel Edwards.

JACKSONVILLE (Fla.).

Club No. 41. Organized 14 February, 1912.
President—GEORGE E. LEONARD Partner Leonard & McGraw Co. Real Estate, 1218 Heard Bldg. Phone 211. Res. Phone 4548L.
Secretary—R. T. ARNOLD, Treas. Arnold Printing Co., 224 E. Forsyth St. Phone, 3462. Res. Phone 2012J.
Headquarters, 202 Clark Bldg.
Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

JOLIET (Ill.).

Club No. 78. Organized November, 1910.
President—JOHN B. ANDERSON, Attorney-at-Law, 1st National Bank Bldg., c/o Oliver Realty Co. Phone 556.
Secretary—EDWIN B. LORD, Lord Manufacturing and Merchandising Company, 201 Ottawa St. Phone 3744.

Luncheons every Tuesday at 12 m. Rotary Banquet Room Hobbs Cafe.
Meetings on last Thursday night of each month at 7:00 p. m. at Commercial Club.

KALAMAZOO (Mich.).

Club No. 142. Organized 29 December, 1914.
President—GEO. B. PULFER, Kalamazoo Corset Co., Cor. Eleanor and Church Streets.
Secretary—GEO. P. WIGGINTON, Kalamazoo Loose Leaf Binder Co., 320 W. Kalamazoo Ave.
Luncheons every Tuesday at 12:15 p. m. at Park American Hotel.

KANKAKEE (Ill.).

Club No. 174. Organized 25 June, 1915.
President—C. M. CLAY BUNTAIN, Attorney-at-law, Cobb Bldg.
Secretary—J. J. RONDY, Stationery & Sporting Goods, 244 Court St.

KANSAS CITY (Mo.).

Club No. 13. Organized 30 April, 1910.
President—W. U. LOVITT, Smith, Rea & Lovitt, Architects, 602 Finance Bldg. Both phones, M. 1846. Res. Phone Linwood 539.
Secretary—ALBERT PICO, Gen. Agt. United Autographic Register Co., Duplicating Registers for Bills of Lading etc., 317 Shukert Bldg. Phones Bell, G. 1584; Home, M. 1360. Res. Phone Linwood 1104.
Club Headquarters 622 Shukert Bldg. Bell Phone Grand 810. Franklin Moore, Asst. Secretary.
Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

LANCASTER (Penn.).

Club No. 176. Organized January, 1915.
President—JOHN H. WICKERSHAM, Designing Engineer, Breneman Bldg.
Secretary—RALPH QUINN, Mgr. Remington Typewriter Co., 5 East Orange St.
Luncheons held bi-weekly on Mondays from 12:15 to 1:30 p. m. at Brunswick Hotel, Stevens House.

LIMA (Ohio).

Club No. 143. Organized 19 January, 1915.
President—HENRY G. WEMMER, Vice-Pres. & Gen. Mgr. The Deisel-Wemmer Co. Cigar Manufacturers.
Secretary—L. S. GALVIN, Vice-Pres. & Bus. Mgr. Lima Daily News, 121 E High St.
Luncheons every Monday (except fourth Monday in month) from 11:45 a. m. to 1 p. m. in the Rose Room, Hotel Norval.
Meetings held fourth Monday of month at 6 p. m.

LINCOLN (Neb.).

Club No. 14. Organized 6 June, 1910.
President—O. J. FEE, Mgr. Evans Laundry Co., 327 No. 12th St. Phone B 3355. Res. Phone F 2160.
Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St. Phone B 1002. Res. Phone F 2211.
Club Headquarters at office of Secretary.
Meetings every Tuesday noon at Lincoln Hotel.
HOTEL: Lincoln Hotel, European, 9th and P Sts., Rotary Hotel, F. J. Richards, Mgr.

LITTLE ROCK (Ark.).

Club No. 90. Organized 14 January, 1914.
President—J. B. DICKINSON, Partner Cooper-Dickinson Grocer Co.
Secretary—S. M. BROOKS, S. M. Brooks Adv. Agency, 808 State Bank Bldg. Phone 1326.
Meetings are held at 12:30 p. m., Marion Hotel on Thursdays.

LOS ANGELES (Calif.).

Club No. 5. Organized 29 June, 1909.
President—SYLVESTER L. WEAVER, Pres. Weaver Roof Co., 339-41 E. 2nd St. Phones F 2855 and Bdwv 784.
Secretary—H. C. WARDEN, 301-2 Delta Bldg. Phones, Home, F 7343; Sunset, Main 7343.
Club Headquarters, 301-2 Delta Bldg., 426 S. Spring St. Club meets every Friday for luncheon at Alexandria Hotel.
HOTEL: Hollenbeck, Spring and Second Streets, 500 rooms, 300 baths. Rates, \$1.00 and up. Excellent cafe.

LOUISVILLE (Ky.).

Club No. 45. Organized 14 June, 1912.
President—FRANK T. BUERCK, Sales Mgr. Courier Journal Job Printing Co. Phones Main 67 and City 67.
Secretary—S. A. CAMPBELL, Agt. Cumberland Gap Dispatch, Fast Freight from Eastern Cities, 1008 Columbia Bldg.
Club Headquarters at office of Secretary.
Luncheons every Thursday at 12:15 p. m. at Hotel Watters, with the exception of the last Thursday in month, when meeting is held at 6:30 p. m.

McALESTER (Okla.).

Club No. 164. Organized 1 August, 1914.
 President—DR. E. H. TROY, Physician & Surgeon.
 Secretary—FRED STRUBLE, Merchandise Broker.
 Luncheons held each Tuesday at 12 m. at Busby Hotel.

McKEESPORT (Pa.).

Club No. 115. Organized 12 December, 1913.
 President—JNO. A. RUSSELL, Builders’ Supply Co.,
 4th and Water Streets.
 Secretary—R. W. JUNKER, Real Estate & Insurance,
 508 People’s Bank Bldg.
 Meetings every other Thursday at 6 p. m. at the various
 downtown places.

MACON (Ga.).

Club No. 104. Organized 7 January, 1914.
 President—MALCOLM D. JONES, Partner Miller &
 Jones, Attorneys, 1015 Ga. Life Bldg.
 Secretary—W. G. BILLINGS, Agt. Whitehead-Hoag &
 Co., 1009 Georgia Casualty Bldg.
 Luncheons held at Hotel Lanier every Wednesday at
 1 p. m.

MADISON (Wis.).

Club No. 71. Organized 3 April, 1913.
 President—JOHN ST. JOHN, Secretary Madison Gas & Electric Co., 120 E. Main St. Phone 4400.
 Secretary—F. W. HUELS, Motorcycles, 115 State St. Phone, 127.
 Meetings every Thursday at 12:30 p. m., at Madison Club.

MEMPHIS (Tenn.).

Club No. 96. Organized 22 January, 1914.
 President—J. J. THORNTON, JR., Supt., The Bradstreet Co., Central Bank Bldg. Phone, Main 5150, Hemlock 543.
 Secretary—G. O. WARING, Snow, Church & Co., Collections and Adjustments, 906 Exchange Bldg. Phones Main 640 and Hemlock 22.
 Club Headquarters at 724 Exchange Bldg. Phone Main 640.
 Luncheons every Tuesday from 12:30 to 1:30 at Hotel Chisca, with the exception of the last Tuesday in month, when the meeting is held at 6:30 p. m.

MILWAUKEE (Wis.).

Club No. 57. Organized 29 January, 1913.
 President—MILTON C. POTTER, Supt. Milwaukee Public Schools. Tenth and Prairie Sts. Phone Grand 5300. Res. Phone Lake 1856.
 Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127. Res. Phone West 2272.
 Club Headquarters, Room 26, Hotel Pfister. Phone, Main 3920.
 Club luncheons held every Monday at the Hotel Pfister, 12:15 p. m.

MINNEAPOLIS (Minn.).

Club No. 9. Organized 18 February, 1910.
 President—LEON C. WARNER, Pres. & Mgr. Warner Hardware Co., 13 S. 6th St.
 Secretary—HERBERT U. NELSON, Secy. Citizens’ Club, 2010 Minnehaha Ave. So.
 Club Headquarters at 15 S. 6th St.
 Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis’ most up-to-date hotel.

MOBILE (Ala.).

Club No. 120. Organized 14 May, 1914.
 President—PALMER PILLANS, Admiralty Lawyer, 710-13 Van Antwerp Bldg.
 Secretary—DR. H. W. TAYLOR, Optometrist, 207 Michigan Ave.
 Luncheons every Thursday at 1 p. m. at the Rotary Room of Cawthon Hotel.

MOLINE (Ill.).

Club No. 131. Organized 29 September, 1914.
 President—RICHARD S. HOSFORD, Office Mgr. Deere & Co. Implement Mfg. Phone 4.
 Secretary—WM. H. SCHULZKE, Architect. 610 Peoples Bank Bldg. Phone 281.
 Club Headquarters at office of Secretary.
 Luncheons every Wednesday at 12:10 p. m. at Manufacturer’s Hotel.

MONTGOMERY (Ala.).

Club No. 86. Organized 17 October, 1913.
 President—EMIL J. MEYER, Mass. Mutual Life Ins. Co. Bell Bldg.
 Secretary—W. F. BLACK, City Clerk, City Hall.
 Meetings held on Wednesdays at 1 p. m. at Exchange Hotel.

MORRIS (Ill.).

Club No. 171. Organized 10 April, 1915.
 President—O. T. WILSON, 201 E. Illinois St.
 Secretary—WALTER S. WAGNER, 218 Liberty St.
 Meetings second and fourth Tuesdays at 6:30 p. m. at Saratoga Cafe.

MUSKOGEE (Okla.).

Club No. 87. Organized 26 September, 1913.
 President—E. W. SMARTT, JR., Mgr. Muskogee Transfer Co. (Transfer & Storage). 4th & Elgin. Phone 402. Res. Phone 3502.
 Secretary—JOHN A. ARNOLD, Public Accountant, 528-529 Flynn-Ames Bldg. Phone 1225. Res. Phone 3761.
 Club Headquarters at office of Secretary. Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

NASHVILLE (Tenn.).

Club No. 94. Organized 25 November, 1913.
 President—HAMILTON LOVE, Pres. Love, Boyd & Co., Lumber, Shelby Ave. & River. Phone Main 1077.
 Secretary—HOUSTON W. FALL, Pres. Fall’s Business College, Commercial School, 8th Ave. and Broadway. Phone Main 1823.
 Luncheon every Tuesday at 12:15 at Hotel Hermitage.

NEWARK (N. J.).

Club No. 49. Organized September, 1910.
 President—ARTHUR W. GREASON, Cashier National State Bank, 810 Broad St.
 Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.

Club Headquarters at office of Secretary. Meetings on the second Tuesday evening of each month excepting July and August, at Achtel Stettler’s Restaurant, 842 Broad St. Weekly Luncheons are not held, although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

NEW CASTLE (Penn.).

Club No. 89. Organized 21 November, 1913.
 President—EDGAR E. SEAVY, Photographer, 12 N. Mercer St. Phone Bell 230.
 Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St.
 Club Headquarters at Secretary’s office.
 Luncheons every Monday at 12:15 at Y. M. C. A. Meetings are held first Monday of each month at various places.

NEW ORLEANS (La.).

Club No. 12. Organized 22 April, 1910.
 President—BENJAMIN C. BROWN, New Orleans Ice Cream Co., 1326 Baronne St. Phone, Main Jackson 20.
 Secretary—WM. R. BURK, Architect. 840 Gravier St. Phone, Main 2127.
 Club Headquarters at 840 Gravier St.
 Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

NEW YORK (N. Y.).

Club No. 6. Organized 24 August, 1909.
 President—WM. GETTINGER, President Eaton & Gettinger, Printing, 263 9th Ave. Phone, Chelsea 8680. Res. Phone Audubon 3749.
 Secretary—WM. J. DODGE, Attorney-at-law, 149 Broadway. Phone Cort. 4784. Res. Phone Midwood 6019.
 Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 474. Phone Madison Sq. 3050 and 6100.
 Meetings on the first Tuesday of each month, excepting July and August, at Hotel McAlpin. Weekly luncheons, Thursdays at 12:30 p. m., private room, Hof Brau Haus, Broadway and 30th St.
 HOTEL: Imperial, Broadway & 32nd St. Transient. Rates \$1.50 per day and up. W. D. Rockefeller, Mgr.

HOTEL: Majestic, Central Pk. West at 72nd St. Residential. Rates \$2.00 per day and up. Copeland Townsend, Managing Director.

NORFOLK (Va.).

Club No. 114. Organized March, 1914.
 President—ROBERT JOHNSTON, SR., Pres. Old Dominion Paper Co., Wholesale Paper. Phone Norfolk 1637.

Secretary—C. J. MAINS, Advertising Mgr. Virginian-Pilot Publishing Co. Phone Norfolk 163.
 Address all mail to Fairfax Hotel. Phone Main 2004 and Arcade 248.

Luncheons held monthly at 1 p. m.
 Dinners held monthly at 7 p. m.
 HOTEL: Hotel Fairfax, Rotary Hotel. European, \$1.00 to \$2.50. Ask for Bell.

OAKLAND (Calif.).

Club No. 3. Organized February, 1909.
 President—V. O. LAWRENCE, Pres. Lawrence Warehouse Co. Merchandise Warehouses, 402-11th St. Phone, Lakeside 456 and 457. Res. Phone Merritt 1832.
 Secretary—A. T. GOLDING, 422 Dalziel Bldg. Phone Lakeside 287. Res. Phone Oakland 8639.
 Club Office, 422 Dalziel Bldg. Phone, Lakeside 287. Luncheons, Thursdays 12:15 to 1:30 Hotel Oakland.

OKLAHOMA CITY (Okla.).

Club No. 29. Organized October, 1910.
 President—WALTER C. DEAN, Dean Jewelry Co., Retail, 137 W. Main St. Phone, W. 2535.
 Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 922 State Nat'l Bank Bldg.
 Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner. Club Headquarters are the Secretary's office.

OMAHA (Neb.).

Club No. 37. Organized 4 August, 1911.
 President—HARLEY G. MOORHEAD, Attorney, Court House. Phone Douglas 3008. Res. Phone Harvey 354.
 Secretary—WM. E. TAUBE, Mgr. Union Match Co., 230 Brandeis Theatre Bldg. Phone Douglas 3538. Res. Phone Douglas 2787.
 Club Headquarters 230-4 Brandeis Thr. Bldg. Phones Douglas 3538 and Douglas 97.
 Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.
 HOTEL: New Henshaw, 15th & Farnam Streets. \$1.00 and up without bath. \$2.00 and up with bath. European plan.

OTTAWA (Ill.).

Club No. 128. Organized 6 February, 1914.
 President—I. D. VINCENT, Hamilton & Vincent. Flour, Feed & Cement, 222 W. Main St.
 Secretary—CHAS. BRADFORD, Advertising. 610 Clinton St.
 Luncheons third Tuesday of each month at 12:00 m. at Clifton Hotel.
 Meetings first Tuesday of each month at 7:00 p. m., at Clifton Hotel.

PADUCAH (Ky.).

Club No. 139. Organized 16 October, 1914.
 President—W. F. BRADSHAW, JR., Pres. Merchants Trust & Savings Bank, Trust Company. City National Bank Bldg.
 Secretary—L. L. BILLUPS, Dist. Mgr. Cumberland Tel. & Tel. Co., Telephone Service, 124 S. 4th St.
 Luncheons every other Wednesday at 12:15 p. m. at the Palmer House.

PALESTINE (Texas).

Club No. 111. Organized 1 June, 1913.
 President—H. V. HAMILTON, Editor Palestine Herald, Oak St. Phone 472.
 Secretary—DR. ROY W. DUNLAP, Physician. (Eye, Ear, Nose and Throat), Room 26 Link Bldg. Phone 594. Res. Phone 1158.
 Meetings held on 2nd and 4th Wednesdays of each month, 12 m., at Interstate Restaurant.

PATERSON (N. J.).

Club No. 70. Organized 25 February, 1913.
 President—EDWARD SCEERY, Florist. 85 Broadway. Phone 493.
 Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.
 Meetings held third Thursday of the month at 6:30 p. m. at G. H. Crawford's, 148 Washington St.

PENSACOLA (Fla.).

Club No. 162. Organized 9 March, 1915.
 President—WM. FISHER, Pres. Fisher Real Estate Agency. Palafax & Intendencia St. Phone 2051.
 Secretary—WALTER P. CUNNINGHAM, Gen. Secy. Y. M. C. A., 400 N. Palafax St. Phone 1230.
 Luncheons every Tuesday at 1 p. m. at San Carlos Hotel June 1st and alternate Tuesday. At Hughey's June 8th and alternate Tuesdays.

PEORIA (Ill.).

Club No. 76. Organized 26 April, 1913.
 President—B. L. HULSEBUS, Architect, 1001-2 Jefferson Bldg.
 Secretary—S. B. PRICE Brown's Business College. Commercial College, 332 N. Jefferson Ave.
 Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

PHILADELPHIA (Penn.).

Club No. 19. Organized 30 November, 1910.
 President—HARRIS J. LATTA, Surety Bonds. 620 Pennsylvania Bldg. Bell Phone Locust 1549. Res. Phone Cynwyd 93Y.
 Secretary—CHARLES A. TYLER, Assistant to the Treasurer of the Public Ledger Co., Independence Square. Bell Phone Walnut 3000; Key., Main 3000. Res. Phone Cynwyd 99W.
 Club Headquarters 520 Pennsylvania Bldg. 15th & Chestnut Sts. Bell Phone Locust 4-30.
 Regular luncheons at the St. James Hotel, 13th & Walnut Sts. on Wednesdays, 12:30 to 1:30 p. m.
 Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.
 HOTEL: Hotel Adelphia. Chestnut and 13th Sts., European. Rates, \$2.50 up.

PHOENIX (Ariz.).

Club No. 100. Organized 10 January, 1914.
 President—DR. JOHN DENNETT, JR., Pres. Hassayampa Creamery Co. Mail Address P. O. Box 1017. Phone 761. Res. Phone 1287.
 Secretary—FRANK S. HESS, Office Mgr. T. B. Stewart, Contracting & Building, 1-2 Central Bldg. Address mail to P. O. Box 1074. Phone 494. Res. Phone 2085.
 Club Luncheons held every Friday from 12:10 m. to 1:30 p. m. at the Arizona Club.

PIQUA (Ohio).

Club No. 135. Organized 9 October, 1914.
 President—JOHN P. SPIKER, Pres. The Superior Athletic Underwear Co. Athletic Underwear. Downing & River Sts.
 Secretary—JOHN T. NIELSON, Secy. & Treas., The Magee Bros. Co., Printer, 216 W. High St.
 Luncheons held every Tuesday at 11:45 a. m., at Piqua Club. Meetings held last Tuesday in month at 6:30 p. m., at Piqua Club.

PITTSBURGH (Penn.).

Club No. 20. Organized 2 December, 1910.
 President—STEWART C. McFARLAND, Prop. Industrial Casualty Insurance. 62 Vandegrift Bldg. Phone Court 593. Res. Phone Schenley 2825-J.
 Secretary—M. S. JOHNSTON, Stanwix Shops Bldg. Penn Ave. and Stanwix St. Tel. Court 77.
 Club Headquarters at office of Secretary.
 Meetings at Fort Pitt Hotel each Wednesday at 12:15 noon, excepting one Wednesday each month when evening meeting is held.

PORT ARTHUR (Texas).

Club No. 147. Organized 7 January, 1915.
 President—FRANK IMHOF, Building Material, 301 Fort Worth Ave.
 Secretary—WALTER N. MUNROE, Electric Light & Power, Realty Bldg. Address mail to P. O. Box 477. Luncheons every Thursday at 12:15 p. m. at Plaza Hotel.

PORTLAND (Ore.).

Club No. 15. Organized 7 June, 1910.
 President—FRED SPOERI, Mgr. Pacific Tel. & Tel. Co., 7th & Oak.
 Secretary—J. L. WRIGHT, President Portland Printing House Co., 388 Taylor St.
 Club Headquarters, 201-2 National Theatre Bldg., Park & Stark St. Phone, Main 9004. W. L. Whiting, Assistant Secretary.
 Weekly luncheons held every Tuesday at 12:30 p. m., Benson Hotel.
 HOTEL: The Wheeldon Annex (Apartment Hotel) 10th & Salmon Sts. European. C. L. Horn, Rotarian, Pres. HOTEL: Benson Hotel, Broadway & Oak Sts. S. Benson, Prop.

POTTSVILLE (Penn.).

Club No. 157. Organized 6 January, 1915.
 President—O. L. UNDERWOOD, Doutrich & Co., Men's Wear, 18 N. Centre St. Phones Bell 386J United 562. Res. Phone United 482-X.
 Secretary—J. H. ZERBEY, JR., Associate Editor Pottsville Republican, 113 Mahantongo St. Phones B-47 and U-215 W. Res. Phone U-215W.
 Luncheons every Wednesday.
 Meetings first Wednesday of month at various places.

PROVIDENCE (R. I.).

Club No. 22. Organized March, 1911.
 President—JOSEPH B. LEEMAN, Mgr. Browning, King Co., Clothing, 212 Westminster St. Phone, Union 1285. Res. Phone Broad 1927-R.
 Secretary—EVAN L. MORRIS, Prop. E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, Union 1214.
 Club Headquarters at Secretary's office.

Luncheons second and fourth Wednesdays (with the exception of July & August) at the Crown Hotel.
Meetings third Tuesday of each month at 6:30 p. m. (with the exception of July & August) at the Crown Hotel.

HOTEL: Crown Hotel. European Plan. \$1.50 and up.
Fred Mansfield, Prop.

PUEBLO (Colo.).

Club No. 43. Organized 19 March, 1912.
President—G. H. NUCKOLLS, Pres. & Mgr. Nuckolls Packing Co. Wholesale Meat Packers. Phone Maine 250.

Secretary—J. A. CLARK, Prin. and Prop. American Business College, Commercial School, Main & Sixth Sts. Phone Maine 550.

Club Headquarters at office of Secretary.
Weekly meetings every Monday, 12:10 to 1:20 p. m., alternating Congress Hotel and Vail Hotel.

QUINCY (Ill.).

Club No. 158. Organized 6 April, 1915.
President—JNO. KORN, Mgr. H. Korn Baking Co., Wholesale Bakery, 617 S. 8th St.

Secretary—A. OTIS ARNOLD, Prop. Home Instructor, Publisher. 126½ N. 5th St.

Meetings each Tuesday at 12 m. at Hotel Quincy.

RALEIGH (N. C.).

Club No. 124. Organized 4 May, 1914.
President—ALBERT L. COX, Cox & Cox, Attorneys-at-law, 407 Tucker Bldg.

Secretary—HOWARD WHITE, 410 Tucker Bldg.
Luncheons second and fourth Wednesday of each month at 1:05 p. m. at The Yarborough.

READING (Penn.).

Club No. 88. Organized 23 September, 1913.
President—KEYSER FRY, Cycle, Automobile and Sporting Goods Jobber, 616 N. 8th St.

Secretary—CHAS. J. ESTERLY, Sales Agt., Metropolitan Electric Co., Electric Light & Power Co. 16 S. 5th St. Bell Phone 1400.

Club Headquarters at office of Secretary.
Luncheons every Wednesday at 12:15 p. m., except week of monthly meeting, Hotel Berkshire. Meetings held second Tuesday of each month at 6:30 p. m., at Hotel Berkshire.

RICHMOND (Va.).

Club No. 69. Organized 18 April, 1913.
President—THOS. B. McADAMS, Cashier Merchants' National Bank.

Secretary—HORACE F. SMITH, Mgr. Richmond Manufacturers' Exhibit, Chamber of Commerce Bldg. Address mail P. O. Box 652.

Club Headquarters at office of Secretary. Phone Madison 3145.

Luncheons every second and fourth Tuesdays at 6:30 p. m. Consult the officers or ask for copy Tabasco, our club organ.

ROANOKE (Va.).

Club No. 123. Organized 25 April, 1914.
President—G. C. GOOCH, JR., Treas. Stone Printing & Mfg. Co., Printing, 1016 Third St. S. W.

Secretary—JOHN WOOD, Secy. Chamber of Commerce, P. O. Box 616.

Luncheons every second Thursday.

ROCHESTER (N. Y.).

Club No. 36. Organized 6 September, 1911.
President—W. J. O'HEA, District Mgr. New York Telephone Co., 95 N. Fitzhugh St. Bell, Main 12000.

Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop. Duplicate Letters, 75 State St. Bell, Main 4606; Home, Stone 6190.

Luncheons every Tuesday, 12:15 p. m. to 2 p. m. at Hotel Rochester.

HOTEL: Hotel Rochester. European Plan. Rates, \$1.50 per day and up. Wm. S. Horstmann, Mgr.

ROCK ISLAND (Ill.).

Club No. 112. Organized 31 March, 1914.
President—H. S. CABLE, Pres. R. I. Savings Bank. Phone, R. I. 121. Res. Phone R. I. 250.

Secretary—R. C. MITCHELL, State Bank, Commercial Banking, State Bank Bldg. Phone 30. Res. Phone R. I. 5.

Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

ROME (Ga.).

Club No. 127. Organized 15 August, 1914.
President—DR. W. M. J. SHAW, Physician. Medical Bldg.

Secretary—J. D. McCARTNEY, Managing Editor Rome Tribune-Herald, Tribune-Herald Bldg.

Luncheons every Wednesday at 1:00 p. m. at Cherokee Hotel.

Monthly dinners fourth Wednesday of each month at 7 p. m., at Cherokee Hotel.

SACRAMENTO (Calif.).

Club No. 97. Organized September, 1913.
President—R. S. MCKAY, Underwood Typewriter Co., 611 J St.

Secretary—J. FONTAINE JOHNSON, Johnson & Lemmon, Lawyer, 426 Forum Bldg.
Luncheons every Thursday at 12:15 p. m. at Hotel Sacramento.

SAGINAW (Mich.).

Club No. 93. Organized 19 November, 1913.
President—WALLIS CRAIG SMITH, Counselor-at-Law, 512 Bearinger Bldg. Phone Bell 43. Valley 306.

Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave. Luncheons every Wednesday at 12 m. at the East Saginaw Club.

ST. JOSEPH (Mo.).

Club No. 32. Organized 7 November, 1911.
President—LUTHER E. REID, American Electric Co., 214 S. 8th St.

Secretary—O. M. KING, King Foundry Co., 1805 S. 8th St.

Meetings of the club are held on the 2nd and 4th Tuesdays of every month at Robidoux Hotel.

ST. LOUIS (Mo.).

Club No. 11. Organized 3 March, 1910.

President—GEO. B. HILD, Gen. Agt. Southern Pacific Co., Transportation of freight and passenger traffic. 1002 Olive St. Phone, Olive 1518 and Central 2256.

Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.

Club Headquarters, 411 Olive St. Phone, Bell, Main 1751. Club luncheons every Thursday at 12:30, except 1st Thursday of month, when meeting is held at 6:30 p. m., at Planters Hotel, in Parlor A.

ST. PAUL (Minn.).

Club No. 10. Organized 19 February, 1910.
President—FRED C. LISTOE, Prop. Listoe & Wold, Undertakers, 150 West 4th St. Phone, Cedar 508.

Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089.

Club Headquarters at Secretary's office. Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

SALT LAKE CITY (Utah).

Club No. 24. Organized 31 January, 1911.

President—F. C. SCHRAMM, Pres. Schramm-Johnson Drug Co. Phone Main 10. Res. Phone Wasatch 1040.

Secretary—SAMUEL R. NEEL, Special Agt. Mtn. States Tel. & Tel. Co., 51 So. State St. Phone Wasatch 1-F. Res. Phone Wasatch 1135-J.

Meetings held first Tuesday of month at 6:30 p. m. at Hotel Utah. Club luncheons every Tuesday of month except first Tuesday at 12:30 p. m. at the Hotel Utah.

SAN ANTONIO (Texas).

Club No. 52. Organized 28 June, 1912.

President—R. CLARENCE JONES, Secy.-Treas. S. A. Gas & Electric Co. Electric Companies. 305 E. Houston St. Phone Cr. 315. Res. Cr. 3040.

Secretary—PAUL H. SCHOLZ, Secy. S. A. School Board. 409 State Bk. & Tr. Bldg. Phone Cr. 774. Res. Tr. 3621.

Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel. Phone Cr. 10.

Luncheons at 12:30 each Friday at one of the leading hotels.

SAN DIEGO (Cal.).

Club No. 33. Organized 2, November, 1911.

President—HOMER W. SUMPTION, Mfr. Glazed Cement Pipe. Central Mortgage Bldg. Phone, Main 29. Secretary—FRANKLIN M. BELL, 704 Central Mortgage Bldg. Phones, Home 4160; Main 480.

Club Headquarters at office of Secretary. Meetings are held every Thursday at 12:10.

HOTEL: The San Diego, on Broadway. \$1.00 per day and up; European Plan. Miller & Porter.

SAN FRANCISCO (Calif.).

Club No. 2. Organized 12 November, 1908.

President—CHAS H. VICTOR, Mgr. Yawman & Erbe Mfg. Co. Filing Systems and Devices. 712 Mission St. Phone, Douglas 2357.

Secretary—H. H. FEIGHNER, 817 Humboldt Bank Building. Phone Douglas 1363.

Club Headquarters at 817-818 Humboldt Bank Bldg. Phone Douglas 1363. Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets. HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

SAN JOSE (Calif.).

Club No. 116. Organized 11 March, 1914. President—CHARLES M. O'BRIEN, O'Brien's Confectionery. Ice Cream, 30 S. 1st St. Phone San Jose 224; Res. Phone San Jose 5793. Secretary—ALEX. SHERIFFS, City Supt. of Public Schools. Education, High School Bldg. Phone S. J. 55. Res. Phone S. J. 4964Y. Luncheons every Wednesday at 12:15 p. m. at Hotel Montgomery.

SAVANNAH (Ga.).

Club No. 95. Organized 5 January, 1914. President—CHAS. G. BECK, Dist. Mgr. Southern Bell Tel. & Tel. Co. Tel. & Tel. Service, 34 Drayton St. Secretary—C. V. SNEDEKER, JR., Sneider & Lude- man, Architects. 401 National Bldg. Phone, 454. Phone 833-3. Club Headquarters 401 National Bldg. Luncheons every Tuesday at 2:15 p. m. at Hotel Savannah.

SCRANTON (Pa.).

Club No. 101. Organized 28 January, 1914. President—HARRY A. SMITH, Sales Agt. Delaware, Lackawana & Western Coal Co. Coal. 502 Traders Bank Bldg. Secretary—CAREY P. WILLIAMS, Traffic Mgr. Bell Tel Co. of Penna., 117 Adams Ave. Mail Address P. O. Box 143. Meetings held every Monday at 12:15 p. m. at Hotel Jermyn.

SEATTLE (Wash.).

Club No. 4. Organized 15 June, 1909. President—R. D. PINNEO, Pacific Coast S. S. Co. Freight & Passenger Transportation, 608 Second Ave. Phone, Main 8040. Res. Phone East 3437. Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel. Phone Elliott 24. Res. Phone 1502. Club Headquarters at office of Secretary. Meetings held at the Washington Annex, 2nd Ave., and Stuart St., every Monday at 12:15 p. m.

SHREVEPORT (La.).

Club No. 109. Organized 28 February, 1914. President—JNO. McW. FORD, Pres. Kalmbach-Ford Co. Cumberland Phone 398. Res. Phone 527. Secretary—JNO. B. YAUGER, Underwood Typewriter Co., Typewriters, 515 Marshall St. Cumberland Phone 895. Res. Phone 1585. Club Headquarters at secretary's office. Phone 895. Luncheons first three Fridays of each month at 12:13 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

SIOUX CITY (Ia.).

Club No. 54. Organized 28 October, 1912. President—J. H. WHITMORE, Treas. Hanford Produce Co., Butter and Ice Cream Mfrs., First and Court St. Secretary—PAUL C. HOWE, American Realty Co., Building Mgr., 201 Commercial Block. Phone Automatic 9487. Club Headquarters at office of Secretary. Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month at Martin Hotel.

SOUTH BEND (Ind.).

Club No. 105. Organized 7 January, 1914. President—CHAS. C. HERR, Herr & Herr, Book Store, 111 W. Washington Ave. Phone Main 21. Secretary—E. T. BONDS, Mgr. C. U. Tel Co., 227 S. Main St. Phone Main 770. Club Headquarters and Secretary's Office, Oliver Hotel. Luncheons each Wednesday at 1 p. m. at Oliver Hotel.

SPOKANE (Wash.).

Club No. 21. Organized 13 February, 1911. President—A. A. HALLANDER, Mgr. Armur & Co., Meat Packer. Wall and Railroad Ave., Phones, Main 5220 and Maxwell 1778. Secretary—CHESTER L. WYNN, 822 Old Nat. Bk. Bldg. Phone Main 107 and Maxwell 1974. Meetings held every Thursday at 12 m. at The Hall of the Dogs, Davenport's.

SPRINGFIELD (Ill.).

Club No. 83. Organized 24 June, 1913. President—JESSE K. PAYTON, Mgr. Sangamon County Abstract Co. Abstracts and Titles. 116 S. 6th St. Phone Main 54. Secretary—R. FREEMAN BUTTS, Buckeye Sales Co. Advertising and Form Letters, 502 Reisch Bldg. Phone 2281. Club Headquarters at office of Secretary. Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

SPRINGFIELD (Mass.).

Club No. 172. Organized 24 November, 1914. President—WM. H. SHUART, Springfield Glazed Paper Co., West Springfield, Mass. Secretary—EDWARD PALMER, Mgr. Felt & Tarrant Mfg. Co. Comptometer Adding Machines. 318 Main St. Phone 7061. Luncheons every Friday at 12:30 p. m. at Hotel Wor- thy. Meetings first Friday of every month at 7 p. m.

SPRINGFIELD (Ohio).

Club No. 98. Organized 20 January, 1914. President—HARRY S. KISSELL, Pres. The Kissell Real Estate Co., Fairbanks Bldg. Secretary—JAMES S. WEBB, General Agent The Na- tional Life Insurance Co. of Vermont, 417 Bushnell Bldg. Luncheons every Monday at 12:15 p. m. at the Arcade Hotel.

STOCKTON (Calif.).

Club No. 92. Organized 2 August, 1913. President—DR. D. R. POWELL, Eye, Ear, Nose and Throat Specialist. Physicians' Bldg. Secretary—S. C. BEANE, So. Pacific Company, Sacra and Main. Luncheons every Wednesday, 12:15 to 1:30 p. m., alternating monthly between the Stockton and Clark Hotels.

SUPERIOR (Wis.).

Club No. 40. Organized 1 April, 1912. President—J. C. CROWLEY, JR., Mgr. People's Tele- phone Co., 1013 Ogden Ave. Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg. Club Headquarters, Hotel Superior. Phone, Ogden 224. Meetings each Wednesday at 6:15 p. m. at Hotel Su- perior unless otherwise ordered.

SYRACUSE (N. Y.).

Club No. 42. Organized 3 May, 1912. President—THOS. K. SMITH, Lawyer 1041 O. C. S. Bk. Bldg. Phone Warren 633. Res. Phone James 196-J. Secretary—FRANK W. WEEDON, Entertainer, 41 Grand Opera House Block. Phone Warren 2728-J. Meetings each Friday at 12:15 p. m., excepting last Friday in month which is an evening meeting at 6:15 p. m. at the Onondaga Hotel Rathskellar. (No meet- ings during July & August.)

TACOMA (Wash.).

Club No. 8. Organized 3 February, 1910. President—A. H. BASSETT, E. F. Gregory Co., Mgr. Fire Ins. Dept., 201 Nat'l Realty Bldg. Phone M2280. Secretary—G. B. WOODBRIDGE, Tacoma Hotel, 923 A St. Club Headquarters at Tacoma Hotel, 923 A. St. Regular weekly luncheon at Tacoma Hotel every Thurs- day at 12:30 p. m.

TAMPA (Fla.).

Club No. 117. Organized 7 April, 1914. President—J. A. TURNER, Turner Music Co., Pianos and Musical Instruments, 608 Franklin. Secretary—S. F. WOOTEN, New York Life Insurance Co., 307 American Bank Bldg. Club Headquarters, Board of Trade. Meetings held every Tuesday at 12:15 p. m. at various places.

TERRE HAUTE (Ind.).

Club No. 84. Organized 2 September, 1913. President—JNO. S. COX, Motor Car Repairs and Sup- plies, 22 S. 7th St. Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Men's Furnishings, 523 Wabash Ave. Luncheon every Tuesday at 12:15 p. m. at the Rotarian Hotel Deming, with the exception of the last Tuesday in the month when meetings are held at 6:30 p. m.

TOLEDO (Ohio).

Club No. 44. Organized 4 May, 1912. President—CHAS. FEILBACH, The Feilbach Co. Wholesale Grocers, 23-7 S. Superior St. Secretary—ED. R. KELSEY, Mgr. Publicity Dept. To-ledo Rys. & Light Co. Bell Phone, 1225. Home Phone, 7200. Weekly Club Luncheons held every Friday noon at 12 o'clock at the Hotel Secor.

TOPEKA (Kas.).

Club No. 130. Organized 17 July, 1914. President—GEO. GODFREY MOORE, Life Insurance. New England Bldg. Phone, 1203. Secretary—J. M. BRUNT, Retail Drugs. 435 Kansas Ave. Phone, 528. Luncheons first and third Thursdays of each month at 12:15 p. m.

TRENTON (N. J.).

Club No. 129. Organized 27 June, 1914. President—EDWARD L. KATZENBACH, Lawyer. American Mechanic Bldg.

Secretary—CHAS. F. STOUT, Proprietor Haberdashery, 38 E. State St.
Luncheons held every Thursday, 12:30 to 1:30 p. m., alternating between Hilbrecht's and Trenton House. Meeting held on third Thursday of each month at same places.

TROY (N. Y.).

Club No. 122. Organized 21 January, 1914.
President—JAS. A. BEATTIE, Laundry, 607 Broadway.
Secretary—ARTHUR J. BURCH, Box Board Mfr. 2132 7th Ave.
Luncheons every Tuesday at 1 p. m. at Hotel Rensselaer.

TULSA (Okla.).

Club No. 145. Organized 13 January, 1915.
President—WM. F. STAHL, Bond Insurance.
Secretary—J. BURR GIBBONS, Convention Hall.
Luncheons every Wednesday at 12:15 p. m. in Grill Room, Hotel Tulsa.

UTICA (N. Y.).

Club No. 160. Organized 12 March, 1915.
President—R. SEYMOUR HART, Dist. Agt. Connecticut Mutual Life Ins. Co., 103 Mayro Bldg. Phone 2227.

Secretary—DON R. SIDLE, Industrial Commissioner Utica Chamber of Commerce, Phone 5580.
Luncheons held each Friday at 12:15 p. m. in the English Room of the Hotel Utica.

VINCENNES (Ind.).

Club No. 151. Organized 12 March, 1915.
President—ELISHA MORGAN, Pres. The Saiter Morgan Co., Paints and Glass, 1001 Fairground Ave. Phone 475.

Secretary—E. R. FORTUNE, Pres. Meyer & Fortune Co., Insurance and Real Estate, K. of P. Bldg. Phone 786.
Luncheons every Tuesday (except last Tuesday in month) at 12:15 p. m., in private dining room Union Depot Hotel.
Meetings last Tuesday of month at 6:30 p. m.

WACO (Texas).

Club No. 74. Organized 23 May, 1913.
President—B. C. NETTLES, Automobiles, 712 Austin St. Phones, S. W. 435 and New 231.
Secretary—H. M. COX, c/o Bell Telephone Co. Address Mail, P. O. Box 39.
Meetings every Monday at 12:15 p. m. at State House Hotel.

WASHINGTON (D. C.).

Club No. 46. Organized 11 July, 1912.
President—GEO. W. HARRIS, Pres. Harris & Ewing, Photographers, 1311 "F" St. N. W.
Secretary—HOLCOMBE G. JOHNSON, Johnson & Adams, Insurance, 519 Southern Bldg.
Luncheons held 2nd and 4th Fridays of each month.
HOTEL: The New Ebbitt, 14th and F. Streets. European, \$1.50 to \$4.00. G. F. Schutt, Prop.

WATERLOO (Ia.).

Club No. 168. Organized 16 April, 1915.
President—FRED L. NORTHEY, Northey Mfg. Co. Refrigerators.
Secretary—ALMON F. GATES, Waterloo Business College, Business College, 739 W. Mullan Ave.

WATERTOWN (N. Y.).

Club No. 132. Organized 28 October, 1914.
President—JUDGE GEO. W. REEVES, Attorney, County Court House. Phone 1065.
Secretary—L. deL. BERG, Mfg. Steam Specialties, 112 E. Moulton St.
Luncheon every Wednesday except first Wednesday in month at 12:15 p. m. at Woodruff House Grill.
Meetings held on the first Wednesday of each month except during the months of July and August at 6:30 p. m. at the Woodruff House Grill.

WAUSAU (Wis.).

Club No. 136. Organized 18 November, 1914.
President—A. H. ZIMMERMAN, Fire Insurance, Marathon Co. Bank Bldg. Phone, 1289. Mail address, P. O. Box 296.
Secretary—R. C. DEUTSCH, Retail Furniture, Cor. 3rd & Jackson Sts. Phone 1004.

WHEELING (W. Va.).

Club No. 155. Organized 10 March, 1915.
President—CHAS. J. HUNTER, c. o. Wheeling Steel & Iron Co.
Secretary—PAUL M. NEMEYER, Mgr. Nemeyer Adv. Co., Advertising Service. 511 Court Theatre Bldg. Phone Bell 919.
Luncheons held each Tuesday from 12:15 p. m. to 1:15 p. m. at Hotel Windsor.

WICHITA (Kans.).

Club No. 30. Organized 11 September, 1911.
President—ROBERT B. CAMPBELL, Treas. Interurban Construction Co., The Arkansas Valley Interurban Ry. Co. 120 W. First St.
Secretary—GEO. I. BARNES, Barnes Reporting Co.

Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.

Meetings of Club held every Monday evening (except July and August) at place designated for each meeting. Round Table Luncheons every Friday noon at Kansas Club.

WILLIAMSPORT (Penn.).

Club No. 173. Organized 18 June, 1915.
President—S. J. MACMILLAN, Radiator Mfg. Ft. of Walnut St.
Secretary—TRACY L. NICELY, Mercantile Agency, 327 Pine St.
Luncheons each Friday from 12:15 to 1:15 p. m. at Henry House.

WILMINGTON (Del.).

Club No. 148. Organized 23rd November, 1914.
President—DR. HARRISON W. HOWELL, General Practitioner, 824 Washington St.
Secretary—WALTER D. BUSH, JR., Treas. Geo. W. Bush & Sons Co., foot of French St. Address mail to P. O. Box 964.
Luncheons every Thursday at 12:30 p. m., Rose Room, Hotel duPont.

WILMINGTON (N. C.).

Club No. 150. Organized 2 February, 1915.
President—JNO. R. MURCHISON, Partner J. W. Murchison & Co., Water and Chestnut Streets.
Secretary—MEARES HARRISS, Mgr. and Prop. Harris Typewriting and Adv. Co., 114 Princess St. Address mail to P. O. Box 166.
Luncheons second and fourth Tuesdays of month, from 1 to 2 p. m. at various places.

WORCESTER (Mass.).

Club No. 51. Organized 21 March, 1912.
President—BENJAMIN B. SNOW, Partner Barrett & Snow, Life Insurance, 340 Main St. Phone Park 2433. Res. Phone Park 1964.
Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.
Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.
HOTEL: The Bancroft, European Plan. Rates, \$1.50 and up.

YOUNGSTOWN (Ohio).

Club No. 137. Organized 17 September, 1914.
President—C. F. OWSLEY, Architect, Mahoning Nat. Bank Building.
Secretary—J. H. JOHNSTON, Supt. Bradstreet Co. Mercantile Agency, 203 Stambaugh Bldg. Bell Phone 657. Res. Phone 4492.
Luncheons every other Wednesday at noon at Hotel Ohio with the exception of one Wednesday a month when meeting is held at 6:30 p. m. No noon meetings during the months of July and August.

ZANESVILLE (Ohio).

Club No. 156. Organized 9 February, 1915.
President—ALVA L. REA, Secy. and Treas. Eclipse Laundry Co. Jefferson St. Phone Bell 197.
Secretary—CALDWELL H. BROWN, Asst. Cashier American Trust & Savings Bank, 510 Main St. Phones, Bell 308 and Independent 567.
Club Headquarters, The Elks Club, Phone Bell 340.
Luncheons each Tuesday at 12 m. except first Tuesday of the month, when evening meeting is held at 6 p. m.

Clubs Not Yet Affiliated in the Association.**BATTLE CREEK (Mich.).**

Organized 21 June, 1915.
Secretary—FRED GAGE, Gage Printing Co.

KEY WEST (Fla.).

Organized 17 June, 1915.

Secretary—WM. H. MALONE.

KNOXVILLE (Tenn.).

Organized 12 June, 1915.

Secretary—HENRY McMILLEN.

LEXINGTON (Ky.).

Organized 23rd June, 1915.

Secretary—FRANK BARRAILE, University Book Store.

MARSHALLTOWN (Ia.).

Organized 7th July, 1915.

Secretary—FRANK G. PIERCE.

NEW ALBANY (Ind.).

Organized 28 June, 1915.

Secretary—GUSTAV E. WEINMAN, Secy. Chamber of Commerce.

OWENSBORO (Ky.).

Organized 15 July, 1915.

Secretary—E. P. SOUTHDARD, 405 W. 4th St.

PORTLAND (Me.).

Organized 10 Dec. 1914.

Secretary—OLIVER P. T. WISH, c/o Portland Society of Art.

Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

CALGARY (Alta.).

Club No. 113. Organized 2 March, 1914.
President—W. G. FOWLER, Mgr. Gutta Percha & Rubber Co., Ltd., 311 8th Ave. W. Phone M-5378.
Res. Phone W-4557.
Secretary—DOUGLAS C. HOWLAND, Mgr. Tuec Co. of Alberta, Vacuum Cleaners, 303 Lougheed Bldg. Phone W-2664. Res. Phone W-4436.
Luncheons second and fourth Tuesday of each month 1 to 2 p. m. at Hudsons Bay Banquet Hall.

HALIFAX (N. S.).

Club No. 81. Organized 5 May, 1913.
President—CHAS. J. BURCHELL, Partner McLean, Paton, Burchell & Ralston, Lawyers, Chronicle Bldg. Phone 2428.
Secretary—WALTER P. PARKER, Asst. Mgr. Na. Drug & Chem. Co., Drugs (Wholesale), 14-18 Sackville St. Phone 142.
Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month.
HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

HAMILTON (Ont.).

Club No. 82. Organized 17 June, 1913.
President—BRUCE A. CAREY, Director Hamilton Conservatory of Music.
Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

MONTREAL (Que.).

Club No. 85. Organized 18 September, 1913.
President—T. G. WELLS, Robt. White Co. Ltd. Laurentian Water, 638 Craig St.
Secretary—P. T. FLANAGAN, 73 St. Alexander St. Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

ST. JOHN (N. B.).

Club No. 126. Organized 22 May, 1914.
President—A. P. ALLINGHAM, Imperial Life Assurance Co., 60 Princess St.
Temporary Secretary—STAN F. JAMIESON, Allison & Thomas, 147 Prince William St. Phone M 1202.
Luncheons every Monday at 1 p. m.

TORONTO (Ont.).

Club No. 55. Organized 28 November, 1912.
President—R. J. COPELAND, Copeland, Chatterson Co., Ltd., 156 Yonge St.
Honorary Secretary—W. A. PEACE, Imperial Life Assurance Co., 22 Victoria St.
Club Headquarters, Stock Exchange Bldg.
Weekly luncheons, every Friday at 1:10 p. m. Dunnings Hotel, 29 King St. West.

VANCOUVER (B. C.).

Club No. 61. Organized 8 March, 1913.
President—ALEXANDER R. McFARLANE, Zimmerman Mfg. Co., Ltd. Underwear, 318 Homer St. Phone Sey. 6128. Res. Phone Bayview 8541.
Secretary—W. P. KEARNS, c/o Hotel Vancouver. Phone Seymour 9060. Res. Phone Seymour 6322R.
Club Headquarters Room 147 Hotel Vancouver.
Weekly luncheons every Tuesday at 12:30 p. m. at Hotel Vancouver. Round Table meetings daily at Hotel Vancouver.

VICTORIA (B. C.).

Club No. 90. Organized 27 October, 1913.
President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St. Phone 694. Res. Phone 851.
Secretary—I. L. GOODLAKE, 315 Sayward Bldg. Phone 3209. Res. Phone 998-X.
Club Headquarters at office of secretary.
Club Luncheons every Thursday at 12:30 p. m. at Empress Hotel.

WINNIPEG (Man.).

Club No. 35. Organized 3 November, 1910.
President—A. B. CALDER, Alex Calder & Son, General Steamship and Tourist Agents, 663 Main St.
Secretary—GORDON E. HUNTER, J. J. Gibbons, Ltd. Advertising Agency, 404 Tribune Bldg.
Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

Clubs Not Yet Affiliated in the Association.**LONDON (Ont.).**

Organized 19 March, 1915.

Secretary—C. H. IVEY, JR., c/o Empire Mfg. Co.

Great Britain and Ireland.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

BELFAST (Ireland).

Club No. 67. Organized 14 August, 1911.
President—WILLIAM C. GABBEY, Timber Merchant, 1 Hope St. Phone, Belfast 194.
Secretary—HUGH BOYD, Atkinson & Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.
Luncheons, Monday from one to two p. m., the Grand Central Hotel.

BIRMINGHAM (England).

Club No. 108. Organized 25 November, 1913.
President—JOHN WEATHERHEAD, United Counties Bank, Ltd., Colmore Row. Phone, Central 2464.
Secretary—F. R. O'SHAUGHNESSY, F. I. C., Analytical Chemist, 42 Temple St.
Luncheons Mondays at 1:15 p. m. at Midland Hotel, New Street. Evening meetings third Monday at 7 p. m.

DUBLIN (Ireland).

Club No. 65. Organized 21 March, 1911.
President—RICHARD WHITE, Printer, 45 Fleet St. Phone 208 Y.
Hon. Secretary—WM. A. M'CONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone, 2983.
Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, The Imperial Hotel.

EDINBURGH (Scotland).

Club No. 62. Organized 23 September, 1912.
President—W. L. SLEIGH, J. P., Managing Director Rossleigh, Ltd. Motor Engineers, 32, Shandwick Place. Phone Central 2305. Res. Phone Central 1813.
Secretary—THOMAS STEPHENSON, F. C. S., F. R. S. E. Editor of "The Prescriber" 6, South Charlotte St. Phone Central 1214. Res. Phone Central 4975.
Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street, on alternate months. No meetings held during August and September.

GLASGOW (Scotland).

Club No. 60. Organized 12 March, 1912.
President—Wm. M'CALL, Morris, Carswell & Co., Ltd. Wholesale Fishing Tackle Mfr. 118 Howard St. Phone, Central 1653.
Interim Secy.—WALTER LAIDLAW, W. P. Laidlaw & Son, Stationer, 92 St. Vincent St. Phone, Central 8893.
Luncheons, Tuesdays at 1:15, Burlington House, 181 Bath Street.

LIVERPOOL (England).

Club No. 80. Organized 10 April, 1913.
President—W. F. B. OULTON, Director Messrs. Dodd & Oulton, Ltd. Brassfounders, 8, Stanley St. Phone Central 1177.
Hon. Secretary—J. LYON SCOTT, Principal Ashbourne House, Electrotherapeutic Establishment, 64 Mount Pleasant, Phone Royal 2430.
Luncheons every Thursday at 1 p. m. at the Bear's Paw.

LONDON (England).

Club No. 50. Organized 3 August, 1911.
President—H. N. BOLTON, T. F. Bristow & Co., Ltd. St. James Walk, Clerkenwell, E. C.
Secretary—W. STUART MORROW, DeKeyser's Hotel. Luncheons held at DeKeyser's Royal Hotel every Wednesday (except the second) at 1:15 p. m.

MANCHESTER (England).

Club No. 66. Organized March, 1912.
President—C. H. MEGSON, A. Megson & Son, Ltd., Cambridge St. Phone, Central 1232.
Hon. Secretary—F. C. KERRIDGE, Insurance Broker, 16 John Dalton St. Phone, Central 1773.
Headquarters, Albion Hotel, Piccadilly.
Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.**NEWCASTLE-ON-TYNE (Eng.).**

Organized 7th May, 1915.

Interim Secretary—W. S. PRICE, St. Nicholas Sq.

Directory of Rotary Hotels

By their subscription to space in this Directory these Rotary Hotels are helping to defray the cost of publication of the Official Directory. Their co-operation is appreciated.

NOTE: AM.-AMERICAN PLAN. EU.-EUROPEAN PLAN.

ALLENTOWN, PA..... Hotel Allen. Am. \$2.50-\$5.00. Rotarian C. W. Masters, Mgr.

(See Display Ad on Page 315).

BALTIMORE, MD..... Hotel Rennert. Eu. \$1.50 Up. Rotarian Edw. Davis, Mgr.

BUFFALO, N. Y..... Hotel Statler. Eu. \$1.50 Up. Rotarian F. W. Hinkley, Mgr.

CHATTANOOGA, TENN. Hotel Patten. Eu. \$1.50 Up. Rotarian H. R. Harper, Mgr.

CHICAGO, ILL..... Hotel Virginia. Eu. \$1.50 Up. Rotarian Alex. Dryburgh, Pres. & Mgr.

CHICAGO, ILL..... Hotel Sherman. Eu. \$2 Up. Rot'n J. Beifeld, Pres.; Rot'n F. W. Bering, Mgr.

(See Display Ad on Page 16 of Supplement).

CINCINNATI, OHIO..... Hotel Sinton. Eu. \$2.00 Up. Rotarian W. J. Fleming, Mgr.

CLEVELAND, OHIO..... Hotel Statler. Eu. \$2.00 Up. Rotarian J. T. O'Connor, Mgr.

COUNCIL BLUFFS, IA..... Hotel Grand. Eu. \$1.00 Up. Rotarian L. J. Pritchett.

DAVENPORT, IOWA..... Hotel Kimball. Eu. \$1.00 Up. Rotarian Wm. F. Miller, Mgr.

DENVER, COLO..... Hotel Albany. Eu. \$1.00 Up. Rotarian Sam Dutton.

DETROIT, MICH..... Hotel Statler. Eu. \$1.50 Up. Rotarian F. W. Bergman, Mgr.

EDINBURGH, SCOT..... Carlton Hotel. Rotarian J. C. Bisset, Mgr.

JACKSON, MISS..... Edwards House. Eu. \$1.00-\$2.50. Rotarian B. J. Smith, Mgr.

LOS ANGELES, CAL..... Hotel Hollenbeck. Eu. \$1.00 Up. Rotarian J. S. Mitchell.

MANCHESTER, ENG..... Hotel Albion. Rotarian Francis G. Groenert, Mgr.

MILWAUKEE, WIS..... Hotel Pfister. Eu. \$2.00 Up. Rotarian Ray Smith, Mgr.

PHILADELPHIA, PA..... Hotel Adelphia. Eu. \$2.50 Up. Rotarian D. B. Provan, Mgr.

(See Display Ad on Page 15 of Supplement).

PITTSBURGH, PA..... Fort Pitt Hotel. Eu. \$1.50-\$7.00. Rotarian A. B. Stahl, Mgr.

PORTLAND, ORE..... The Wheeldon Annex. Eu. \$1.50-\$4.00. Rotarian C. L. Horn, Pres.

PROVIDENCE, R. I..... Crown Hotel. Eu. \$1.50 Up. Rotarian Fred Mansfield, Prop.

(See Display Ad on Page 315).

QUINCY, ILL..... Hotel Quincy. Eu. \$1.00-\$2.50. Rotarian Chas. H. Achepohl, Mgr.

RALEIGH, N. C..... Hotel Yarborough. Eu. \$1.00 Up. Rotarian B. H. Griffin, Pres.

ROCHESTER, N. Y..... Hotel Rochester. Eu. \$1.50 Up. Rotarian Wm. D. Horstmann, Mgr.

ST. PAUL, MINN..... Hotel St. Paul. Eu. \$2.00 Up. Rotarian Chas. G. Roth, Mgr.

SALT LAKE CITY, UTAH. Hotel Utah. Eu. \$1.50 Up. Rotarians Geo. O. Relf, Mgr.; Wm. Gill, Ass't. Mgr.

SAN FRANCISCO, CAL..... Hotel St. Francis. Eu. \$2.00 Up. Rotarian James Woods, Mgr.

SEATTLE, WASH..... Hotel Perry. Eu. \$2.00 Up. Rotarian H. Brobst, Mgr.

SOUTH BEND, IND..... Hotel Oliver. Eu. \$1.00-\$4.00. Rotarian F. E. Faulknor.

SPRINGFIELD, ILL..... St. Nicholas Hotel. Am. \$3-\$3.50; Eu. \$1.50-\$2. Rotarian John McCreery.

STOCKTON, CAL..... Hotel Clark. Eu. \$1.00 Up. Geo. I. Cochran, Mgr.

SYRACUSE, N. Y..... The Onandaga. Eu. \$1.50-\$5.00. Rotarian P. C. Welch, Mgr..

TERRE HAUTE, IND..... Hotel Deming. Eu. \$1.00 Up. Rotarian W. A. Cochran, Mgr.

TOLEDO, OHIO..... Hotel Secor. Eu. \$1.50 Up. Rotarian A. L. Walliek.

VINCENNES, IND..... Union Depot Hotel. Am. \$2-\$3; Eu. \$0.50-\$1.50. Rot'n Edw. Watson, Pres.

WACO, TEXAS..... State House Hotel. Eu. \$1.00 Up. Rotarian W. W. Soley, Prop.

WILMINGTON, DEL..... Hotel DuPont. Eu. \$1.50-\$5.00. Rotarian Ernest S. Taite, Mgr.

WORCESTER, MASS..... Bancroft Hotel. Eu. \$1.50 Up. Rotarian Chas. S. Averill, Pres.

A limited number of Hotel Display Advertisements will be accepted for publication in this supplement

FOR PARTICULARS WRITE

THE ROTARIAN

910 Michigan Ave.

CHICAGO



HOTEL MAJESTIC NEW YORK

is the unusual in hotel accommodation. It is a magnificent structure, perfectly appointed, close to city activities, but removed enough for beauty and quiet. Fronts on Central Park—an entire block from 71st St. to 72nd St. All of the 600 rooms receive air and light from the great out-doors. Rooms \$2.00 and up.

Write me and I will send you a booklet and a Rotarian letter.

COPELAND TOWNSEND
Managing Director
Central Park West at 72nd Street.



The Newhouse Hotel SALT LAKE CITY, UTAH

Opened to the Public March 27th, 1915.

FIREPROOF

400 rooms, every room with a bath, and an outside room

Absolutely first-class Rates, \$1.50 and up
SAM'L NEWHOUSE, Pres. F. W. PAGET, Mgr.
(Rotarian)

The Hotel Adelphia

CHESTNUT AND THIRTEENTH STS.
PHILADELPHIA.

ABSOLUTELY FIRE PROOF

The newest and most complete hotel.
400 Sleeping Rooms.

Restaurant, Roof Garden and Grill maintained to the highest degree of efficiency and attractiveness.

Convention Hall, Ball Room and Banquet Rooms specially adapted for large and important business assemblages and social functions.

RATES

Sleeping Room, with Bath, one occupant, \$2.50 to \$5 per day.

Sleeping Room, with Bath, two occupants, \$4 to \$8 per day.

Suite, \$10 to \$15 per day.

Display Room, with Bath, \$3 to \$6 per day.

THE ROTARY HOTEL

HOTEL IMPERIAL



(Rotary)

Broadway and 32d St.

NEW YORK

The Pioneer Pure Food Hotel

Dancing in the Palm Garden

Daily (except Sunday) 4 to 6:30 p. m. and 10 to 1.

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Send for Booklet G and Map of City.

Ask for

WILLARD D. ROCKEFELLER, Mgr.

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New.

The Last Word in Hotel Perfection.



Hotel Sherman Randolph St. at Clark

Home of the College Inn and its wonderful
Ice Skating Exhibitions.

RATES FOR ROOMS.

Single	\$2.00, \$2.50, \$3.00, \$3.50, \$4.00
Double	\$3.50, \$4.00, \$5.00
Suites	\$6.00 to \$15.00

ROTARIAN FRANK W. BERING,
Manager.

Ft. Dearborn Hotel

At La Salle Street Station

America's finest Commercial Hotel.

RATES FOR ROOMS.

Single	\$1.50, \$2.00, \$2.50
Double	\$2.00, \$3.00, \$4.00

ROTARIAN E. W. DENAHY,
Manager.



The Hotel Sherman and the Fort Dearborn Hotel are owned and operated by the
HOTEL SHERMAN COMPANY.

ROTARIAN JOSEPH BEIFELD, President.

Special Notice to Rotarians

Please send your name and address and receive our unique Rotary Card of Introduction
and Identification.

HOTEL SHERMAN COMPANY,
Chicago, Ill.

Headquarters Chicago Rotary Club, Parlor G, Hotel Sherman.
Rotary Club Luncheons every Tuesday at 12:30 in the Chrystal Room, Hotel Sherman.
Visiting Rotarians are invited.

SPECIAL SUPPLEMENT OF

THE ROTARIAN

Containing the Official Directory of the I. A. of R. C. and a Directory of Rotary Hotels.

Vol. VII

NOVEMBER, 1915

No. 5

What Rotary Means to the World

By Paul P. Harris

AS HATRED and jealousy of individuals find expression in controversy, as hatred and jealousy of nations find expression in war, so the right-mindedness of the normal Twentieth Century business man finds expression in Rotary.

The first Rotary club was organized in Chicago in 1905. In ten years nearly two hundred clubs have been established in the principal cities of the United States, Great Britain and Canada. The Panama-Pacific Exposition honored the organization during the period of the convention of the International Association of Rotary Clubs at San Francisco by designating July 23rd as Rotary Day. If experience of the past and indications of the present are not misleading, Rotary, within the next decade, will have established itself thruout the civilized world. No religious or political qualifications being necessary to membership, and the organization being, as it is, remarkably free from racial prejudices, it is obvious that its opportunity for expansion is unusually good.

No Rotary Club Has Failed.

That there is a place in the affairs of men for Rotary has been made apparent not only by its remarkable growth, but also by the still more significant fact that no Rotary Club has ever failed.

Rotary's evangelism is with the greatest and the busiest of all classes, the class composed of business men.

It is essentially a Twentieth Century product. There would have been little demand for a Rotary Club a hundred years ago.

NOTE.—Written by the President Emeritus of Rotary for the Rotary Edition of The Chicago Herald. Mr. Harris is the lawyer member of the Chicago Rotary Club and the Founder of Rotary.

Business ideals have gradually evolved. The trick era has passed. Rotary's birth signalizes the ascendancy of honesty over dishonesty in trade.

Rotary idealizes service, believing that he profits most who serves best, and takes into every day life the doctrine of the Golden Rule.

The Beliefs of Rotary.

Rotary believes that honesty is the best policy; that kindness pays; that grumpiness is not the symbol of success; that wealth is too high priced when its cost is honor, integrity or happiness; that the best way to evidence the possession of wealth is to do something for some one and that a good way to evidence the possession of happiness is to smile; that smiles cost nothing, but that they illuminate life's pathway wonderfully.

Rotarians believe that it is a good thing for one to get out of one's self; that the incessant practice of selfishness is not only tiresome but also will result sooner or later in moral and intellectual bankruptcy if persisted in; that one of the surest ways to goose-egg oneself in life's great game is to corral oneself in one's own enclosure and then try to pull all of the rest of the world inside; that the quest of that portion of the happiness which is to be found on this side of the Great Divide is a worthy objective, and that the straightest and safest road to human happiness is the road of right living; that the world loves real service and does not begrudge the honor or profit which goes to him who serves well nor question the motive of the service rendered; that there is as much dignity in serving as there is in being served; that service does not beget servility.

Rotary has done and is doing much to

awaken business men to new realizations of the honor of their respective callings and to the fact that the interests of society itself can be no more effectively served than by the promulgation of a doctrine, the effect of which will be to cause men to take pride in their business undertakings and to consider their every day duties as sacred obligations, and to awaken business men to a realization of the fact that their one best opportunity to do their part in the world's work is presumably within their own respective callings.

Rotary believes pride to be an instrumentality for achievement of good; that respect, as well as charity, begins at home; that he who is not self respecting is likely not to be respectable; that a man who takes honest pride in his business is pretty certain to be a clean, honest business man and that an honest business man stands an excellent chance of being an honest family man, a good citizen and a credit to the community in which he lives.

Rotary would, in the estimation of Rotarians, have justified its existence even if its activities had been limited to the development of ideals in trade; but Rotary has gone further.

As no individual who shirks his community service can lay justifiable claim to being a well rounded citizen, so no Rotary club of today which is indifferent to the welfare of the city in which it is established measures up to the statue of full grown Rotary clubs. Many Rotary clubs take foremost rank in civic and charitable activities.

Rotary goes on the theory that intelligence is increasing; that with the growth of intelligence must necessarily come the development of ideals; that right mindedness is as essential to the welfare of the mart as righteousness is to the welfare of the church.

Take Happiness Home.

Rotarians believe virtue to be its own reward; whether it be its only reward, Rotary does not profess to know; however, the consciousness of having rendered worthy service,

in the estimation of Rotarians, pays dividends in happiness large enough to justify the necessary expenditure of energy.

Rotarians are the happiest of men but they do not explode all of their happy fire crackers before they get home. They reserve some of them for the fireside, and that circumstance is responsible for the unswerving loyalty of Rotarian wives and the little ones at home. Meetings of most Rotary clubs take place at the noon hour and therefore take comparatively little from the home life. There are periodical evening meetings at which the ladies are invited to attend, and the annual conventions of the International Association are nearly as popular with the ladies as with Rotarians themselves.

Rotarians have scientized the methods of acquaintance making and they have also scientized the methods of moulding acquaintance into friendship. Rotarians know each other and are devoted to each other.

Rotarians crave no monopoly of their product, happiness. They take little stock in the brand that is pent up.

Rotarian happiness sings. To him who has never attended a Rotary meeting I would say: Attend one: it will be your privilege to see big, hale, hearty men of affairs limber up and be boys again. I hear the inquiry: "Can the boss really sing?" Yes, indeed, he can. I know whereof I speak. His voice may lack some of the timbre of a Caruso but he sure can make himself heard.

Fun Needs No Stimulant.

Rotarian fun is effervescent but wholesome; it requires no artificial stimulant. Spirituous liquors are not welcome at most Rotary dinners and the clergy is represented in the membership of almost every Rotary club.

Is the world really using you badly, Friend, or do you merely think so? For all fancied ills of body or mind I recommend the old Rotary remedy of abandoning self for a while. Sojourn for a day in the joys, aye, in the sorrows of others

Rotary Clubs are found creating opportunities to add to the organized public service, and have fought many battles, single-handed and alone, resulting in material benefits to the city.

—W. B. PADDICK, Ft. Worth Rotary Club

OFFICIAL DIRECTORY INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

A Roster of the Officers of the Association and All Rotary Clubs



Headquarters, Chicago, U. S. A.

Suite 1014, No. 910 Michigan Avenue,
Telephone, Harrison 23; Cables, "Interotary."

OFFICERS.

1915-1916.

President.

Allen D. Albert, Chairman Executive Committee of the Minnesota Civic and Commercial Federation. (Journalist), 1222 McKnight Bldg., Minneapolis, Minn., U. S. A.

1st Vice-President.

Wm. Gettinger, Partner Eaton & Gettinger (Printer), 263 9th Ave., New York City, N. Y., U. S. A.

2nd Vice-President.

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3rd Vice-President.

Rev. E. Leslie Pidgeon, Minister St. John's Presbyterian Church (Clergyman), 1859 Pendrell St., Vancouver, Canada.

Immediate Past President.

Frank L. Mulholland, Partner Mulholland & Hartmann (Attorney-at-law), 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

Secretary.

Chesley R. Perry, 910 Michigan Ave., Chicago, Ill., U. S. A.

Treasurer.

Rufus F. Chapin, Secretary Union Trust Co. (Banker), Tribune Bldg., Chicago, Ill., U. S. A.

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Albert S. Adams, Partner B. M. Grant & Co. (Real Estate), 204 Grant Bldg., Atlanta, Ga., U. S. A.

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The President, three Vice-Presidents and Immediate Past President constitute the Board of Directors.

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New York Tel. Co. (Telephone Service), 95 N. Fitzhugh St., Rochester, N. Y., U. S. A.

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District No. 15 (Washington-Oregon, Alaska) **Governor Claude H. Eckart**, Eckart Plumbing & Heating Co. (Plumbing & Heating), 1614 3rd Ave., Seattle, Wash., U. S. A.

District No. 16 (Nova Scotia, New Brunswick, Newfoundland, Prince Edward Island) **Governor John C. Gass**, Province Manager

Imperial Life Assurance Company (Life Insurance), Canadian Bank of Commerce Bldg., Halifax, N. S.

District No. 17 (Quebec, Ontario) **Governor** Thomas J. Wells, Robt. White Co., Ltd. (Mineral Water), 638 Craig St., East, Montreal, Quebec, Can.

District No. 18 (Manitoba, Alberta, British Columbia, Saskatchewan) **Governor James S. Ryan**, Mercantile Agency, 23 Thomas Block, Calgary, Alta., Can.

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PAST PRESIDENTS.

Paul P. Harris (**President Emeritus**), 1317 Unity Bldg., Chicago, Ill., U. S. A.
Glenn C. Mead, 818 Real Estate Trust Bldg., Philadelphia, Pa., U. S. A.
Russell F. Greiner, 10th and Central Sts., Kansas City, Mo., U. S. A.
Frank L. Mulholland, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

COMMITTEES 1915-1916.

Executive.

The work of the Executive Committee of previous years is now handled by the entire Board of Directors, there being only five members of the Board.

Publicity and Information.

Frank Higgins, chairman, barrister and solicitor, 1118 Langley St., Victoria, B. C., Canada.

Inter-City Relations.

George R. MacClyment, chairman, farm land development, (Assistant Manager, Bradley Polytechnic Institute), 801 Central National Bank Bldg., Peoria, Ill., U. S. A.

Public Affairs.

H. M. Temple, chairman, accountant, 805 Germany Life Bldg., St. Paul, Minn., U. S. A.

Business Methods.

O. A. Wright, chairman, President & General Manager Shreveport Window Glass Co., 601 Commercial Bank Bldg., Shreveport, La., U. S. A.

Convention Program and Topics.

Russell F. Greiner, chairman, Vice-President Union Bank Note Co., lithographing, 10th and Central Sts., Kansas City, Mo., U. S. A.

Credentials.

George O. Relf, chairman, Gen. Mgr. Hotel Utah, hotels, Salt Lake City, Utah, U. S. A.

Constitution.

Frank E. Hering, chairman, Editor Eagle Magazine, magazine publishers, Dean Bldg., South Bend, Ind., U. S. A.

Resolutions.

Chas. H. Victor, chairman, Manager Yawman & Erbe Mfg. Co., filing systems, 712 Mission St., San Francisco, Calif., U. S. A.

Committee Reports.

Frank L. Mulholland, chairman, Mulholland & Hartmann, attorneys, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

Classifications and Sections.

Harry A. Lyman, chairman, President The Lyman Co., glass, 119 East 5th St., Cincinnati, Ohio, U. S. A.

British Association of Rotary Clubs.

President—W. H. Alexander, 91 Donegall St., Belfast, Ireland.

Hon. Secretary—Thos. Stephenson, 6 South Charlotte St., Edinburgh, Scotland.

AFFILIATING ROTARY CLUBS.

Arranged in this directory in three Divisions: United States, Canada, Great Britain and Ireland.

United States.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

AKRON (Ohio).

Club No. 107. Organized 17 February, 1914. President—H. A. BAUMAN, B. F. Goodrich Co., Druggists' Sundries, 41 Conger Ave. Secretary—G. N. HAWKINS, Sec. and Treas. The Lyman-Hawkins Lumber Co., 440 S. Main St. Luncheons every Monday (except 2nd Monday of month) at 11:45 a. m. at Hotel Portage. Meetings held 2nd Monday of month at 6:30 p. m. at Portage Hotel.

ALBANY (N. Y.).

Club No. 68. Organized 15 April, 1913. President—GEORGE D. ELWELL, Prop. Newton Brick & Supply Co. Wholesale & Retail Masons' and Builders' Supplies, Waldorf Bldg. Phone Main 2656. Res. Phone Main 1226-M. Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale and Retail Hats and Caps, 472 Broadway. Phone, Main 2530. Res. Phone West 687-R. Luncheons every Friday at 1 p. m. at Hotel Ten Eyck.

ALLENSTOWN (Penn.).

Club No. 121. Organized 3 April, 1914. President—ABBOTT S. WEIBEL, Pres. & Gen. Mgr. Lehigh Electric Co. Electrical Contractors & Supplies, 18 No. 6th St. Phone Bell 1001—Consolidated 1135. Res. Phone Consolidated 6205. Secretary—G. FRANK TIFFET, Supt. Bradstreet Co., Mercantile Agency, 903 Hunsicker Bldg. Luncheons every Friday (except third week in each month) 12:15 p. m. to 1:15 p. m. at Hotel Allen. Meetings third Friday in each month at such time and place as the directors may designate. HOTEL: Hotel Allen. American. Rates \$2.50 to \$5.00. C. W. Masters, Mgr.

ASHEVILLE (N. C.).

Club No. 152. Organized 29 January, 1915. President—GEO. E. LEE, Insurance and Bonds, Room 6, Paragon Bldg. Secretary—PERRY D. COBB, Office Equipment, 78 Patton Ave. Luncheons every Thursday at 1 p. m. at Langren Hotel.

ATLANTA (Ga.).

Club No. 79. Organized 2 July, 1913. President—LEE M. JORDAN, Partner Tye, Peoples & Jordan, Attorneys-at-law, 417 Trust Co. of Ga. Bldg. Phone Ivy 769. Secretary—KENDALL WEISIGER, Efficiency Engineer Southern Group of Bell Telephone Companies. Telephones, 57½ So. Pryor St. Phone Main 9878. Club Headquarters, 57½ So. Pryor Street. Luncheons first and third Tuesdays at 1 p. m. at the Ansley Hotel.

ATLANTIC CITY (N. J.).

Club No. 141. Organized 5 January, 1915. President—JOS. McNAMEE, Marine Trust Co. Secretary—DR. J. S. LOGUE, Physician-Osteopath, New York Ave. and Boardwalk. Luncheons every Tuesday, except 1st Tuesday in month, at Schlitz's Hotel, at 1 p. m. Meetings held 1st Tuesday in month at Strand Hotel.

AUBURN (N. Y.).

Club No. 163. Organized 12 April, 1915.
 President—W. J. HENRY, Pres. Henry & Allen Co.,
 Mfr. Agricultural Implements, Phone 13, Res. Phone 3.
 Secretary—E. P. KOHL, Advertising Mgr., Columbian
 Rope Co., 31 Williams St. Phone 780. Res. Phone
 1067.

Club Headquarters, Osborne House, Phone 94.
 Luncheons every Monday at 12:10 p. m., (except July
 and August) in Palm Room, Osborne House.

AUGUSTA (Ga.).

Club No. 138. Organized 23 September, 1914.
 President—RUFUS H. BROWN, Cashier Georgia Rail-
 road Bank.
 Secretary—MARION G. RIDGELY, Ellis & McIntosh
 Sts. Phone 667.
 Luncheons held every Wednesday at 2:15 p. m., at
 Albion Hotel.

AUSTIN (Texas).

Club No. 62. Organized 1 March, 1913.
 President—W. H. RICHARDSON, JR., Pres. W. H.
 Richardson & Co., Hardware. Mail address P. O.
 Box 33.
 Secretary—J. W. EZELLE, Dist. Mgr. The Southwest-
 ern Tel. & Tel. Co. Mail address P. O. Box 956.
 Club headquarters at office of secretary, Telephone Bldg.
 410 Congress Ave.

Luncheons every Thursday at 1 p. m. at Driskill Hotel.

BALTIMORE (Md.).

Club No. 48. Organized 3 January, 1912.
 President—JOHN B. BERGER, Pres. Baltimore Cooper-
 age Co., Tanks and Cooperage, Leadenhall and Os-
 tend Sts. Phone, South 889. Res. Phone Mt. Vernon
 1570.
 Secretary—ERNEST R. GORSUCH, Pres. The Gibson
 and Price Co., Furniture. 1918 E. Fayette St. Phone.
 St. Paul 153 and Wolfe 6333. Res. Phone Walbrook
 1598.
 Club Headquarters, Hotel Rennert, Liberty and Clay
 Streets. Phone, St. Paul 1800.
 Luncheons every Tuesday at 1 p. m. in rear Main Dining
 Room Hotel Rennert.
 HOTEL: Rennert, Liberty and Saratoga St. \$1.50
 per day and up. \$2.00 per day and up with bath.
 European plan.

BAY CITY (Mich.).

Club No. 134. Organized 14 April, 1914.
 President—Wm. F. Jennison, Jennison Hdw. Co. Phones
 Bell 110, Valley 156. Res. Phone Bell 427.
 Secretary—Jas. C. McCabe, Secy. Bay City Board of
 Commerce. Phone Bell 1646, Valley 646. Res. Phone
 Bell 822.
 Luncheons every Tuesday at 12:15 p. m. at Bay City
 Club.

BEAUMONT (Texas).

Club No. 72. Organized 26 February, 1913.
 President—MARSHALL G. MUSE, Mgr. Rosenthal Dry
 Goods Co.
 Secretary—W. V. Neal, Mgr. Jefferson Co. Traction Co.
 Meetings held Wednesday of each week at Hotel Crosby.

BINGHAMTON (N. Y.).

Club No. 64. Organized 7 March, 1912.
 President—D. J. KELLY, Supt. of Schools, Municipal
 Bldg. Phone Bell 616. Res. Phone Bell 855 R.
 Secretary—BEN L. JOGGERST, Rubber Stamps. 5
 Westcott Block, State St.
 Club Headquarters at Secretary's Office.
 Luncheons Wednesday 12:15 to 1:30 p. m.
 Meetings last Wednesday of month at 6:15 p. m.

BIRMINGHAM (Ala.).

Club No. 56. Organized 10 February, 1913.
 President—J. D. MOORE, Moore-Handley Hardware
 Co. Main 7741.
 Secretary—JOHN C. HENLEY, care Birmingham Pub-
 lishing Co., 1705 3rd Ave.
 Assistant Secretary—OLIVER COX, Cable Bldg., 1818
 Second Ave. Phone 4078. (Address all communica-
 tions to Mr. Cox.)
 Luncheons each Wednesday, except third Wednesday of
 month, at Tutwiler Hotel, at 1 p. m.
 Meetings held third Wednesday of each month at 12:30
 p. m. at Tutwiler Hotel.

BLOOMINGTON (Ill.).

Club No. 159. Organized 12 March, 1915.
 President—CHAS. F. J. AGLE, Feed. 209 S. Center
 St.
 Secretary—J. A. PERKINS, Gas, Light & Power. 316
 N. Main St.
 Meetings held every Thursday at 12:15 p. m. at Illinois
 Hotel.

BOSTON (Mass.).

Club No. 7. Organized 27 December, 1909.
 President—EDWIN C. MILLER, Pres. Henry F. Mil-
 ler & Sons Piano Co., 395 Boylston St.
 Secretary—RALPH G. WELLS, John Hancock Bldg.
 Club Headquarters, 178 Devonshire Street, Room 213.
 Phone, Ft. Hill 1715.

Luncheons every Wednesday at 1 p. m., generally the
 Boston City Club, except the last Wednesday of each
 month when the Monthly Supper is held in various
 down town restaurants.
 Monthly dinners second Monday of each month 6:30
 p. m. at Hotel Lenox.

BROOKLYN (N. Y.).

Club No. 106. Organized 14 August, 1913.
 President—CHAS. JEROME EDWARDS, Mgr. The
 Equitable Life Assurance Society of the U. S. Life
 Insurance. 204 Montague St.
 Secretary—FRED H. TIMPSON, Secy. & Treas.
 Brooklyn Life Pub. Co. Society Publications. 307
 Washington St.
 Meetings held second and fourth Thursdays of each month
 for luncheon, 1 p. m., at the Hotel Bossert.

BUFFALO (N. Y.).

Club No. 28. Organized 15 May, 1911.
 President—SAMUEL B. BOTSFORD, Partner Bots-
 ford & Lutte, Attorneys. 834 Prudential Bldg. Phones,
 Federal 24340, Bell Seneca 1307.
 Secretary—GODFREY MORGAN, Mgr. Spencer, Kel-
 logg & Sons, Inc. Grain Elevator Operation, 1101
 Chamber of Commerce. Phones, Federal 21130, Bell
 Seneca 4134 or 1690.
 Club Headquarters Hotel Statler.
 Meetings are held on every Thursday at 12:30 p. m.
 at Hotel Statler.

BUTTE (Mont.).

Club No. 140. Organized 1 July, 1914.
 President—DR. T. C. WITHERSPOON, Murray Hos-
 pital, Quartz and Alaska Streets.
 Secretary—CHAS. AUSTIN, c/o Chamber of Commerce.
 Luncheons every Thursday at 12:30 p. m. at "Gamers."

CAMDEN (N. J.).

Club No. 59. Organized 3 December, 1912.
 President—JOSHUA C. HAINES, Prop. Camden Van
 Co., Storage & Moving, 610 Walnut St. Phone, Bell
 414 A; Res. Keystone, 858.
 Secretary—WM. A. STEWART, Secy. & Treas. Moffett
 & Stewart, Inc., Architects, 30 N. 3rd St. Phone
 Bell 1535. Res. Phone Bell 1792.
 Luncheons every Tuesday in each month, except 1st
 Tuesday at 12 m. at Garden Hotel. Monthly meetings
 1st Tuesday of month at 6 p. m. (except July and
 August) at the places of business of the different mem-
 bers.

CANTON (Ohio).

Club No. 146. Organized 8th January, 1915.
 President—C. R. McLEAN, Mgr. The Bradstreet Co., 912
 22nd St. N. W. No. 502 both phones. Res. Phone
 2982.

Secretary—L. S. McCONNELL, Partner The Miller-
 McConnell Co., 213 Tuscarawas St. W. Phones Stark
 1546; Bell Phone 930. Res. Phone Stark 7220L.
 Luncheons every Monday at 12 m. at either the Court-
 land Hotel or Bender's Hofbrau Haus.
 Dinners first Friday of month at 6 p. m. at either the
 Courtland Hotel or Bender's Hofbrau Haus.

CEDAR RAPIDS (Ia.).

Club No. 118. Organized 6 April, 1914.
 President—LUTHER A. BREWER, Publisher Torch
 Press, 4th Ave and 3rd St.
 Secretary—THOS. B. POWELL, Powell & Robbins, At-
 torneys, 813 American Trust Bldg.
 Meetings held every Monday at 12:15 p. m., Montrose
 Hotel.

CHATTANOOGA (Tenn.).

Club No. 103. Organized 2 January, 1914.
 President—OTTO K. LELIRON, Edwards & Lebron,
 Jeweler, 805 Market St. Phone Main 1835. Res.
 Phone Hemlock 1200.
 Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke
 Printing Co., 810 Chestnut St. Phone Main 191.
 Luncheons every Thursday of each month, at 12:10 p.
 m. at Hotel Patten.
 Meetings held third Thursday of each month, at 6:45
 p. m., at Hotel Patten.

CHICAGO (Ill.).

Club No. 1. Organized 23 February, 1905.
 President—JAMES O. CRAIG, Pres. Business Men's
 Clearing House, 108 S. La Salle St. Phone, Franklin
 772. Res. Phone, Hinsdale 680.
 Secretary—DR. WILL R. NEFF, Parlor "G," Hotel

Sherman. Phone, Franklin 1125. Club Headquarters and Secretary's Office, Parlor "G," Hotel Sherman. Luncheons every Tuesday, 12:15 p. m. at Hotel Sherman, N. Clark and West Randolph Sts. Club dinners second and fourth Thursdays at 6:30 p. m. at various places. HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters. HOTEL: Gladstone, Kenwood Ave. and 62nd St. (South Side.) Rooms with private bath \$7, \$8 and \$9 per week.

CINCINNATI (Ohio).
The 1916 Convention City.

Club No. 17. Organized 15 September, 1910. President—RALPH A. TINGLE, The Standard Oil Co., Oil Jobber, 1400 State Ave. Phone, West 4150. Res. Phone, North 4027-Y. Secretary—CHAS. B. WILBERDING, Tailor, 205 Neave Bldg. Phone, Main 3922. Club Headquarters and Secretary's office, 205 Neave Bldg. Phone, Main 3922. Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

CLEBURNE (Texas).

Club No. 110. Organized July, 1913. President—W. C. WILSON, Wilson Hardware Co. Secretary—CECIL HORNE, Editor Cleburne Morning Review and Johnson County Review. Printers, Publishers, and Stationers, 11 West Henderson St. Luncheons held every Thursday at 12:45 at Hotel Raymond.

CLEVELAND (Ohio).

Club No. 18. Organized 1 December, 1910. President—C. F. LAUGHLIN, The C. F. Laughlin Co., Real Estate, Loans, 219 Williamson Bldg. Phones, Erie 35, Main 35. Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles, 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168. Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. C. M. APP, Assistant Secretary. Phones, Central 23 and Prospect 75. Weekly luncheon every Thursday at 12 o'clock in Lattice Room of Hotel Statler. Monthly banquets and business meetings held every second Monday in each month at various hotels and clubs.

CLINTON (Ia).

Club No. 175. Organized 24 June, 1915. President—OTTO KORN, Baker, 230 5th Ave. Secretary—D. H. WINGET, Printing, 212 7th Ave.

COLUMBUS (Ohio).

Club No. 38. Organized January, 1912. President—JAS. T. DANIELS, Central Union Telephone Company. Secretary—HERBERT SHERWOOD WARWICK, Life Insurance, 242 Chamber of Commerce Bldg. Luncheons every Tuesday noon, Hotel Virginia, Gay and Third Sts. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.

CORPUS CHRISTI (Texas).

Club No. 125. Organized 16 June, 1914. President—L. R. LOVING, Mgr. Loving-White Clothing Co. 609 N. Chaparral St. Secretary—H. H. EDWARDS, Mgr. Corpus Christi Printing Co., 311 Mesquite St. Luncheons every Thursday at 12:30 p. m., Nueces Hotel.

COUNCIL BLUFFS (Ia.).

Club No. 153. Organized 23rd February, 1915. President—C. C. LYON, clo Council Bluffs Stock Remedy Co., 1802 W. Broadway. Secretary—C. H. WOODWARD, John G. Woodward & Co., Wholesale Confectioners, 211-15 Broadway. Luncheons every Friday (except last Friday in month) at 12:15 p. m. at Hotel Grand. Meetings last Friday of month at 6:15 p. m.

DALLAS (Texas).

Club No. 39. Organized May, 1911. President—ROBT. L. THORNTON, Secy.-Mgr. United Land & Bldg. Co., 1003 Main St. Bell Phone Main 1306. Res. Phone Haskell 1457.

Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg. Phone Main 5488. Res. Phone Haskell 1606.

Meetings held on Thursday at 12:15 p. m., Oriental Hotel.

HOTEL: New Oriental. American \$3.00 and up. European \$1.50 and up. Otto Herold, Mgr.

DAVENPORT (Iowa).

Club No. 34. Organized 10 November, 1911.

President—OSWALD BECKER, Dist. Mgr., Travelers

Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone 4091-L. Res. Phone Dav. 3640. Secretary—GEO. A. PRIDE, c/o Royal Typewriter Co., 301 Central Office Bldg. Phone 270. Res. Phone Dav. 3778-L.

Club Headquarters at office of Secretary. Luncheons held every Monday at 12 m. at the Hotel Blackhawk, except the 1st Monday in month when it is held at the Commercial Club.

DAYTON (Ohio).

Club No. 47. Organized 14 May, 1912. President—J. A. MACMILLAN, The Dayton Rubber Mfg. Co., Rubber Manufacturers, Kiser and Ray Sts. Phone, Main 1462.

Secretary—GEO. S. BLANCHARD, President Blanchard Structural Products Co., 614 Schwind Bldg. Phone, Main 622.

Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.

HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

DECATUR (Ill.).

Club No. 180. Organized 19 October, 1914. President—DANIEL BONUS, Bonus System of Musical Education, 139 N. College St. Office and Res. Phone, Bell 4192.

Secretary—W. ELMER WHITE, Credit Mgr. Linn & Scruggs Dry Gds. and Carpet Co., cor. Main and S. Water Streets. Phones, Automatic 2171, Bell 3934. Res. Phone, Bell 2677.

Club Headquarters at office of Secretary. Luncheons first and third Monday of month, 12:30 p. m. to 2 p. m., at Greider's Cafe, No. 135-139 E. Main St.

DENVER (Colo.).

Club No. 31. Organized 25 October, 1911. President—W. J. SPRAY, Spray Coffee & Spice Co., 639 15th St. Phone, Main 2040.

Secretary—E. W. BROOKS, The Smith-Brooks Printing Co., 1347 California St. Phone Main 498. Club Headquarters at office of Secretary.

Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

DES MOINES (Iowa).

Club No. 27. Organized 1 May, 1911. President—A. P. RAINSBURG, c/o Register & Leader. Printer, 127 4th St. Phone, Walnut 320.

Secretary—LLOYD H. WADDELL, Des Moines Duplicating Co., 404-08 Securities Bldg. Phone, Walnut 2240.

Club Headquarters, 404-08 Securities Bldg. Meetings held at Savery Hotel every other Thursday.

DETROIT (Mich.).

Club No. 16. Organized July, 1910. President—EDWARD N. HINES, County Road Commissioner, Good Roads, 46-48 Larned St. E. Phone, Main 3167.

Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mnfrs., 906 Majestic Bldg. Phone, M-187.

Club Headquarters maintained at office of Secretary. Luncheons every Wednesday at 12:30 p. m. at Hotel Statler.

DULUTH (Minn.).

Club No. 25. Organized 11 February, 1911. President—E. N. WHYTE, President Curry & Whyte Co., Wholesale Forest Products, 511 Lyceum Bldg. Phone Melrose 1838.

Secretary—WM. M. GRAVATT, Wm. M. Gravatt & Co., 205 Lonsdale Bldg., cor. 3rd Ave. W. and Superior St. Phone Melrose 142 and Grand 466.

Club Headquarters maintained at office of Secretary. Luncheons each Thursday at various places at 12 m. except on the last Thursday of each month when a dinner is held at 6:30 p. m.

EASTON (Penn.).

Club No. 149. Organized 11 February, 1915. President—W. M. HEIBERGER, Shoes, 239 Northampton St.

Secretary—W. E. CHURCHMAN, Prop. Churchman Business College, 303 Northampton Nat'l Bldg. Bldg. Luncheons every Thursday at 12:15 p. m. at Seip's Cafe.

EL PASO (Texas).

Club No. 119. Organized 9 April, 1914. President—A. E. ROWLANDS, Burroughs Adding Machine Co., P. O. Box 702.

Secretary—J. R. SEGALL, El Paso Optical Co., 108 Texas St.

Meetings held every Thursday at 12:15 p. m. at the Rotary Grill in the Sheldon Hotel.

ERIE (Penn.).

Club No. 91. Organized 8 September, 1913. President—JAMES M. DICKEY, The Mutual Life Insurance Co., of New York, Life Insurance, 304 Masonic Temple. Secretary—JOHN P. SMART, Secretary and Treasurer, Erie & Pittsburgh R. R. Co., 16 Scott Bldg. Weekly luncheon and meeting of club is held each Wednesday at 12:30 p. m. at the Lawrence Hotel.

EVANSVILLE (Ind.).

Club No. 102. Organized 9 December, 1913. President—A. L. SWANSON, Electricity, 316 Upper 2nd St. Secretary—A. W. SEVRINGHAUS, Purchasing Agent Parsons-Scoville Co., Wholesale Groceries, 915 Main St. Luncheon every Tuesday at 12:15 at St. George Hotel.

FORT WAYNE (Ind.).

Club No. 154. Organized 5 January, 1915. President—MARTIN LUECKE, O'Rourke & Luecke, Attorney, Tri State Bldg. Phone 255. Secretary—FRANK E. BOHN, Asst. Gen. Mgr. Home Telephone & Telegraph Co., Phones 1119 or 1111. Club Headquarters at The Commercial Club. Luncheons each Wednesday at 12:15 p. m. at Commercial Club. Meetings first Monday of each month at 6:30 p. m.

FORT WORTH (Texas).

Club No. 75. Organized 11 March, 1913. President—HARRY J. ADAMS, Pres. Sandiegard Grocery Co. Retail Grocers, Cor. 10th & Houston Sts. Phone Lamar 4020, Res. Phone Lamar 5706. Secretary—ADAMS B. VERA, Vera-Reynolds & Co. Insurance & Bonds, 405-6 Reynolds Bldg. Phone, Lamar 1037. Res. Phone Rosedale 505. Club Headquarters at office of secretary. Luncheons every Friday 12:15 to 1:30 p. m. at Metropolitan Hotel. HOTEL: Metropolitan, 8th to 9th Sts. European, \$1.00 and up.

GALESBURG (Ill.).

Club No. 133. Organized 29 April, 1914. President—CHAS. W. HOYT, Supt. O. T. Johnson Co., Main St. Secretary—FREDERICK C. WEBSTER, Insurance and Real Estate, Holmes Bldg. Headquarters at Galesburg Club Bldg. Luncheons held first and third Thursday at 12 m. Meetings held second and fourth Thursday at 6:30 p. m.

GALVESTON (Texas).

Club No. 73. Organized 8 February, 1913. President—FRANK A. ALLEN, T. B. Allen & Co., Wholesale Lumber and Staves, Security Bldg. Phone 1755. Res. Phone 3194. Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700, Res. Phone 3434. Meetings held Wednesday of each week at 12:30 p. m., Hotel Galvez. HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.

GRAND RAPIDS (Mich.).

Club No. 77. Organized 26 March, 1913. President—S. EUGENE OSGOOD, Architect, G. R. Herald Bldg. Secretary—ALBERT L. HAMMER, Commercial Credit Co., Murray Bldg. Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe.

HAGERSTOWN (Md.).

Club No. 165. Organized 14 January, 1915. President—C. G. TRIESLER, Supt. Metropolitan Life Ins. Co., 16 W. Washington St. Bell Phone Hagerstown 9005. Secretary—MARK MELLOR, Dist. Mgr. Ches. & Pot. Tel. Co., 33 S. Jonathan St. Bell Phone Hagerstown 1044. Luncheons held second and fourth Thursday at 12:30 p. m. at Country Club.

HARRISBURG (Penn.).

Club No. 23. Organized 3 May, 1911. President—ARTHUR D. BACON, Pres. and Gen Mgr. D. Bacon Co., Wholesale Confectionery, 435 S. Cameron St. Phones, Bell 57 and Cumb. 326. Secretary—WM. M. ROBISON, Local Mgr. Insurance Co. of North America, Fire Insurance, 708 Telegraph Bldg. Phones, Bell 2072 and Cumb. 236x. Club Headquarters at office of Secretary. Meetings held on 1st and 3rd Tuesdays of month at various places.

HARTFORD (Conn.).

Club No. 26. Organized 6 December, 1910. President—FRANK G. MACOMBER, Editor-Pres. Globe Publishing Co., 12 Central Row. Phone, Charter 1162. Res. Phone, Elizabeth 535.

Secretary—MICHAEL C. MANTERNACH, Pres. The Matternach Co., Process Engravers, 74 Union Pl. Phone, Charter 4410. Res. Phone, Elizabeth 602. Luncheons at irregular times. Meetings second Wednesday night of month, September to June, at various places.

HAVERHILL (Mass.).

Club No. 167. Organized 18 September, 1914. President—WM. E. HOW, Stationery, 27 Washington Sq. Secretary—RAYMOND F. PAGE, Treas., Page Taxicab Co., 62 Elm St.

HIGHLAND PARK (Mich.).

Club No. 161. Organized 8 March, 1915. President—JOSEPH F. CRUSOE, Special Agent Sun Life Assurance Co., 2940 Woodward Ave. Phone, Hemlock 2684. Secretary—HARRY A. SISSON, Bus. Mgr. Highland Park Times, 11 Davison Ave. Phone Hemlock 2216. Luncheons held each Tuesday at 12:30 p. m. at Brown's Highland Park Creamery, 2941 Woodward Ave.

HONOLULU (Hawaii).

Club No. 170. Organized 10 March, 1915. President—S. S. PAXSON, Schuman Carriage Co., Ltd. (Automobiles.) Acting Secretary—L. H. UNDERWOOD, c-o Sewers & Coke, Ltd. Luncheons Thursday noon at Commercial Club.

HOUSTON (Texas).

Club No. 53. Organized 30 August, 1912. President—ELIJAH COLES, Rice & Coles, Coal and Wood Dealers, P. O. Box 699. Secretary—GEO. M. WOODWARD, Good Texas Lands, 209 Lumberman's Bank Bldg. Club Headquarters, 1727 Rice Hotel. Luncheon and Meeting every Thursday at 12:15 p. m. on the roof or in the banquet hall of the Rice Hotel.

HUNTINGTON (W. Va.).

Club No. 169. Organized 10 June, 1915. President—W. H. BANKS, Banks Supply Co. Mine & Mill Supplies, 1117 5th Ave. Phone 12. Secretary—W. R. POWER, Consol. L. H. & P. Co. Mfr. Electric Light and Power, 232 5th Ave. Phone 2812. Luncheons second and fourth Tuesdays of each month at 12:15 p. m. at the Frederick Hotel.

INDIANAPOLIS (Ind.).

Club No. 58. Organized 17 February, 1913. President—DICK MILLER, Prop. & Mgr., Miller & Co., Investment & Bonds Broker, 23 N. Penna. St. Secretary—H. A. ZIMMERMAN, Mgr. Remington Typewriter Co. 6 W. Market St. Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

ITHACA (N. Y.).

Club No. 166. Organized 10th February, 1914. President—L. C. BEMENT, Haberdasher, 516 E. Buffalo St. Secretary—P. O. WOOD, Accident Insurance, 152 E. State St. Luncheons held first and third Tuesday at 1:15 p. m. at Ithaca Hotel.

JACKSON (Miss.).

Club No. 144. Organized 29 July, 1914. President—ROBT. E. KENNINGTON Prop., R. E. Kennington's, E. Capitol & Congress, Phone 1541. Res. Phone 433. Secretary—J. PAUL TATOM, Prop., Tatom Shoe Store, 415 E. Capitol St. Luncheons every Wednesday from 1 to 2 p. m. at Hotel Edwards.

JACKSONVILLE (Fla.).

Club No. 41. Organized 14 February, 1912. President—GEORGE E. LEONARD, Partner Leonard & McGraw Co. Real Estate, 1218 Heard Bldg. Phone 211. Res. Phone 4548L. Secretary—R. T. ARNOLD, Treas. Arnold Printing Co., 224 E. Forsyth St. Phone, 3462. Res. Phone 2012J. Headquarters, 202 Clark Bldg. Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

JOLIET (Ill.).

Club No. 78. Organized November, 1910. President—MAURICE F. LENNON, Attorney. Secretary—GEO. B. WISWELL, West Music Co., 119 N. Ottawa St., Chicago Phone 420. Luncheons every Tuesday at 12 m. Rotary Banquet Room Hobbs Cafe. Meetings on last Thursday night of each month at 7:00 p. m. at Commercial Club.

KALAMAZOO (Mich.).

Club No. 142. Organized 29 December, 1914.
 President—GEO. B. PULFER, Kalamazoo Corset Co.,
 Cor. Eleanor and Church Streets.
 Secretary—GEO. P. WIGGINTON, Kalamazoo Loose
 Leaf Binder Co., 320 W. Kalamazoo Ave.
 Luncheons every Tuesday at 12:15 p. m. at Park Ameri-
 can Hotel.

KANKAKEE (Ill.).

Club No. 174. Organized 25 June, 1915.
 President—C. M. CLAY BUNTAIN, Attorney-at-law,
 Cobb Bldg.
 Secretary—J. J. RONDY, Stationery & Sporting Goods,
 244 Court St.

KANSAS CITY (Mo.).

Club No. 13. Organized 30 April, 1910.
 President—JAMES N. RUSSELL, Russell Grain Co.,
 Grain, 1113-23 W. 8th St. Both Phones, Main 421.
 Res. Phone, S.2902.
 Secretary—LYLE A. STEPHENSON, Gen'l Agt. Con-
 tinental Casualty Co., of Chicago, Accident, Health
 and Casualty Insurance, 118 East 10th St. Both
 Phones, Main 1188. Res. Phone, Bell, S.1577.
 Club Headquarters 622 Shukert Bldg. Bell Phone
 Grand 810. Franklin Moore, Asst. Secretary.
 Luncheon every Thursday from 12:30 to 2 p. m. Round
 Table Luncheon every day, Hotel Baltimore.

KNOXVILLE (Tenn.).

Club No. 181. Organized 7 June, 1915.
 President—DAVID C. CHAPMAN, Pres. Chapman
 Drug Co., Whlse. Drugs, 214 S. Gay St.
 Secretary—J. L. BOWLES, Secy. Knoxville Board of
 Commerce, 422 S. Gay St.
 Luncheons every other Tuesday at 12:30 p. m. at Cum-
 berland Club.

LANCASTER (Penn.).

Club No. 176. Organized January, 1915.
 President—JOHN H. WICKERSHAM, Designing En-
 gineer. Breneman Bldg.
 Secretary—RALPH QUINN, Mgr. Remington Type-
 writer Co., 5 East Orange St.
 Luncheons held bi-weekly on Mondays from 12:15 to
 1:30 p. m. at Brunswick Hotel, Stevens House.

LEXINGTON (Ky.).

Club No. 182. Organized 23 June, 1915.
 President—GEO. T. GRAVES, Pres. and Gen. Mgr. Lex-
 ington Steam Laundry. Phone 62. Res. Phone
 No. 1433.
 Secretary—FRANK BATTAILLE, Secy. and Treas.
 University Book Store. Phone 956. Res. Phone 1654.
 Luncheons every Friday, except the fourth Friday in
 the month, at 12:15 p. m. at Phoenix Hotel.
 Meetings fourth Friday of month at 6:15 p. m. at
 Phoenix Hotel.

LIMA (Ohio).

Club No. 143. Organized 19 January, 1915.
 President—HENRY G. WEMMER, Vice-Pres. & Gen.
 Mgr. The Deisel-Wemmer Co., Cigar Manufacturers.
 Secretary—L. S. GALVIN, Vice-Pres. & Bus. Mgr. Lima
 Daily News, 121 E High St.
 Luncheons every Monday (except fourth Monday in
 month) from 11:45 a. m. to 1 p. m. in the Rose Room,
 Hotel Norval.
 Meetings held fourth Monday of month at 6 p. m.

LINCOLN (Neb.).

Club No. 14. Organized 6 June, 1910.
 President—O. J. FEE, Mgr. Evans Laundry Co. 327
 No. 12th St. Phone B 3355. Res. Phone F2160.
 Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insur-
 ance Agency, General Insurance, 128 N. 11th St.
 Phone B 1002. Res. Phone F2211.
 Club Headquarters at office of Secretary.
 Meetings every Tuesday noon at Lincoln Hotel.
 HOTEL: Lincoln Hotel, European, 9th and P Sts., Ro-
 tary Hotel, F. J. Richards, Mgr.

LITTLE ROCK (Ark.).

Club No. 99. Organized 14 January, 1914.
 President—J. B. DICKINSON, Partner Cooper-Dickin-
 son Grocer Co.
 Secretary—S. M. BROOKS, S. M. Brooks Adv. Agency,
 808 State Bank Bldg. Phone 1326.
 Meetings are held at 12:30 p. m., Marion Hotel on
 Thursdays.

LOS ANGELES (Calif.).

Club No. 5. Organized 29 June, 1909.
 President—SYLVESTER L. WEAVER, Pres. Weaver
 Roof Co., 339-41 E. 2nd St. Phones F2855 and Bdwy
 784.
 Secretary—H. C. WARDEN, 301-2 Delta Bldg. Phones
 Home, F7343; Sunset, Main 7343.
 Club Headquarters, 301-2 Delta Bldg., 426 S. Spring St.

Club meets every Friday for luncheon at Alexandria
 Hotel.
 HOTEL: Hollenbeck, Spring and Second Streets, 500
 rooms, 300 baths. Rates, \$1.00 and up. Excellent
 cafe.

LOUISVILLE (Ky.).

Club No. 45. Organized 14 June, 1912.
 President—FRANK T. BUERCK, Sales Mgr. Courier
 Journal Job Printing Co. Phones Main 67 and City 67.
 Secretary—S. A. CAMPBELL, Agt. Cumberland Gap
 Dispatch, Fast Freight from Eastern Cities, 1008
 Columbia Bldg.
 Club Headquarters at office of Secretary.
 Luncheons every Thursday at 12:15 p. m. at Hotel Wat-
 terson, with the exception of the last Thursday in
 month, when meeting is held at 6:30 p. m.

MCALISTER (Okla.).

Club No. 164. Organized 1 August, 1914.
 President—DR. E. H. TROY, Physician & Surgeon.
 Secretary—FRED STRUBLE, Merchandise Broker.
 Luncheons held each Tuesday at 12 m. at Busby Hotel.

MCKEESPORT (Pa.).

Club No. 115. Organized 12 December, 1913.
 President—JNO. A. RUSSELL, Builders' Supply Co.,
 4th and Water Streets.
 Secretary—R. W. JUNKER, Real Estate & Insurance,
 508 People's Bank Bldg.
 Meetings every other Thursday at 6 p. m. at the various
 down town places.

MACON (Ga.).

Club No. 104. Organized 7 January, 1914.
 President—MALCOLM D. JONES, Partner Miller &
 Jones, Attorneys, 1015 Ga. Life Bldg.
 Secretary—CHARLES M. GRIER, Mgr. Postal Tele-
 graph and Cable Co., 418 Cherry St.
 Luncheons held at Hotel Lanier every Wednesday at
 1 p. m.

MADISON (Wis.).

Club No. 71. Organized 3 April, 1913.
 President—JOHN ST. JOHN, Secretary Madison Gas
 & Electric Co., 120 E. Main St. Phone 4400.
 Secretary—F. W. HUELS, Motorcycles, 115 State St.
 Phone, 127.
 Meetings every Thursday at 12:30 p. m., at Madison
 Club.

MEMPHIS (Tenn.).

Club No. 96. Organized 22 January, 1914.
 President—J. J. THORNTON, JR., Supt., The Brad-
 street Co., Central Bank Bldg. Phone, Main 5150,
 Hemlock 543.
 Secretary—G. O. WARING, Snow, Church & Co., Col-
 lections and Adjustments, 724 Exchange Bldg. Phones
 Main 640 and Hemlock 22.
 Club Headquarters at 724 Exchange Bldg. Phone Main
 640.
 Luncheons every Tuesday from 12:30 to 1:30 at Hotel
 Chisca, with the exception of the last Tuesday in
 month, when the meeting is held at 6:30 p. m.

MILWAUKEE (Wis.).

Club No. 57. Organized 29 January, 1913.
 President—MILTON C. POTTER, Supt. Milwaukee
 Public Schools. Tenth and Prairie Sts. Phone Grand
 5360. Res. Phone Lake 1856.
 Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros.
 Typewriter Co., 413 Milwaukee St. Phone, Main 2127.
 Res. Phone West 2272.
 Club Headquarters, Room 26, Hotel Pfister. Phone,
 Main 3920.
 Club luncheons held every Monday at the Hotel Pfister,
 12:15 p. m.

MINNEAPOLIS (Minn.).

Club No. 9. Organized 18 February, 1910.
 President—LEON C. WARNER, Pres. & Mgr. Warner
 Hardware Co., 13 S. 6th St.
 Secretary—HERBERT U. NELSON, Secy. Citizens'
 Club, 2010 Minnehaha Ave. So.
 Club Headquarters at 15 S. 6th St.
 Luncheon every Friday at 12:30 at Hotel Radisson,
 Seventh Street, near Nicollet Avenue. Minneapolis
 most up-to-date hotel.

MOBILE (Ala.).

Club No. 120. Organized 14 May, 1914.
 President—PALMER PILLANS, Admiralty Lawyer,
 710-13 Van Antwerp Bldg.
 Secretary—DR. H. W. TAYLOR, Optometrist, 207
 Michigan Ave.
 Luncheons every Thursday at 1 p. m. at the Rotary
 Room of Cawthon Hotel.

MOLINE (Ill.).

Club No. 131. Organized 29 September, 1914.
 President—RICHARD S. HOSFORD, Office Mgr. Deere
 & Co. Implement Mfg. Phone 4.

Secretary—WM. H. SCHULZKE, Architect. 610 Peoples Bank Bldg. Phone 281. Club Headquarters at office of Secretary. Luncheons every Wednesday at 12:10 p. m. at Manufacturer's Hotel.

MONTGOMERY (Ala.).

Club No. 86. Organized 17 October, 1913. President—EMIL J. MEYER, Mass. Mutual Life Ins. Co. Bell Bldg. Secretary—W. F. BLACK, City Clerk, City Hall. Meetings held on Wednesdays at 1 p. m. at Exchange Hotel.

MORRIS (Ill.).

Club No. 171. Organized 10 April, 1915. President—O. T. WILSON, 201 E. Illinois St. Secretary—WALTER S. WAGNER, 218 Liberty St. Meetings second and fourth Tuesdays at 6:30 p. m. at Saratoga Cafe.

MUSKOGEE (Okla.).

Club No. 87. Organized 26 September, 1913. President—E. W. SMARTT, JR., Mgr. Muskogee Transfer Co. (Transfer & Storage). 4th & Elgin. Phone 402. Res. Phone 3502. Secretary—JOHN A. ARNOLD, Public Accountant, 528-529 Flynn-Ames Bldg. Phone 1225. Res. Phone 3761. Club Headquarters at office of Secretary. Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

NASHVILLE (Tenn.).

Club No. 94. Organized 25 November, 1913. President—HAMILTON LOVE, Pres. Love, Boyd & Co., Lumber, Shelby Ave. & River. Phone Main 1077. Secretary—HOUSTON W. FALL, Pres. Fall's Business College, Commercial School, 8th Ave. and Broadway. Phone Main 1823. Luncheon every Tuesday at 12:15 at Hotel Hermitage.

NEWARK (N. J.).

Club No. 49. Organized September, 1910. President—ARTHUR W. GREASON, Cashier National State Bank, 810 Broad St. Secretary—ALEXANDER I. REILLY, Public Stenographer, 810 Broad St. Phone, Market 2156. Club Headquarters at office of Secretary. Meetings on the second Tuesday evening of each month excepting July and August, at Achtel Stettlers' Restaurant, 842 Broad St. Weekly Luncheons are not held, although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

NEW CASTLE (Penn.).

Club No. 89. Organized 21 November, 1913. President—EDGAR E. SEAVY, Photographer, 12 N. Mercer St. Phone Bell 230. Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St. Club Headquarters at Secretary's office. Luncheons every Monday at 12:15 at Y. M. C. A. Meetings are held first Monday of each month at various places.

NEW ORLEANS (La.).

Club No. 12. Organized 22 April, 1910. President—BENJAMIN C. BROWN, New Orleans Ice Cream Co., 1326 Baronne St. Phone, Main Jackson 20. Secretary—WM. R. BURK, Architect. 840 Gravier St. Phone, Main 2127. Club Headquarters at 840 Gravier St. Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

NEW YORK (N. Y.).

Club No. 6. Organized 24 August, 1909. President—WM. GETTINGER, President Eaton & Gettinger, Printing, 263 9th Ave. Phone, Chelsea 8680. Res. Phone Audobon 3749. Secretary—WM. J. DODGE, Attorney-at-law, 119 Broadway. Phone Cort. 4784. Res. Phone Midwood 6019. Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 477. Phone Madison Sq. 3050 and 6100. Meetings on the first Tuesday of each month, excepting July and August, at Hotel McAlpin. Weekly Luncheons, Thursdays at 12:30 p. m., Hotel McAlpin. HOTEL: Imperial, Broadway & 32nd St. Transient. Rates \$1.50 per day and up. W. D. Rockefeller, Mgr. HOTEL: Majestic, Central Pk. West at 72nd St. Residential. Rates \$2.00 per day and up. Copeland Townsend, Managing Director.

NORFOLK (Va.).

Club No. 114. Organized March, 1914. President—ROBERT JOHNSTON, SR., Pres. Old Dominion Paper Co., Wholesale Paper. Phone Norfolk 1637.

Secretary—C. J. MAINS, Advertising Mgr. Virginian-Pilot Publishing Co. Phone Norfolk 163. Address all mail to Fairfax Hotel. Phone Main 2604 and Arcade 248.

Luncheons every Tuesday, except week of monthly meeting, at 1:00 p. m. at Fairfax Hotel. Meetings, Thursday of the third week of each month at 7:00 p. m., Hotel Fairfax.

HOTEL: Hotel Fairfax, Rotary Hotel. European, \$1.00 to \$2.50. Ask for Bell.

OAKLAND (Calif.).

Club No. 3. Organized February, 1909. President—V. O. LAWRENCE, Pres. Lawrence Warehouse Co., Merchandise Warehouses, 402-11th St. Phone, Lakeside 456 and 457. Res. Phone Merritt 1832.

Secretary—A. T. GOLDING, 422 Dalziel Bldg. Phone Lakeside 287. Res. Phone Oakland 8639. Club Office, 422 Dalziel Bldg. Phone, Lakeside 287. Luncheons, Thursdays 12:15 to 1:30 Hotel Oakland.

OKLAHOMA CITY (Okla.).

Club No. 29. Organized October, 1910. President—WALTER C. DEAN, Dean Jewelry Co., Retail, 137 W. Main St. Phone, W. 2535.

Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 922 State Nat'l Bank Bldg.

Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner. Club Headquarters are the Secretary's office.

OMAHA (Neb.).

Club No. 37. Organized 4 August, 1911. President—HARLEY G. MOORHEAD, Attorney, Court House. Phone Douglass 3008. Res. Phone Harney 354.

Secretary—WM. E. TAUBE, Mgr. Union Match Co., 230 Brandeis Theatre Bldg. Phone Douglas 3538. Res. Phone Douglas 2787.

Club Headquarters 230-4 Brandeis Thr. Bldg. Phones Douglas 3538 and Douglas 97.

Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.

HOTEL: New Henshaw, 15th & Farnam Streets. \$1.00 and up without bath. \$2.00 and up with bath. European plan.

OTTAWA (Ill.).

Club No. 128. Organized 6 February, 1914. President—I. D. VINCENT, Hamilton & Vincent, Flour, Feed & Cement, 222 W. Main St.

Secretary—CHAS. BRADFORD, Advertising, 610 Clinton St. Luncheons third Tuesday of each month at 12:00 m. at Clifton Hotel.

Meetings first Tuesday of each month at 7:00 p. m. at Clifton Hotel.

OWENSBORO (Ky.).

Club No. 178. Organized 15 July, 1915. President—W. SMITH, Pres. E. W. Smith Furniture Company, 115 E. 2nd St. Phone, Bell 102-J.

Secretary—E. P. SOUTHARD, Pres. The Southard Co., Bakery, 405 W. 4th St. Phone, Bell 635. Res. Phone, Home 1188.

Luncheons every Wednesday at 12:15 p. m. at Palace of Sweets.

PADUCAH (Ky.).

Club No. 139. Organized 16 October, 1914. President—W. F. BRADSHAW, JR., Pres. Merchants Trust & Savings Bank, Trust Company, City National Bank Bldg.

Secretary—L. L. BILLUPS, Dist. Mgr. Cumberland Tel. & Tel. Co., Telephone Service, 124 S. 4th St. Luncheons every other Wednesday at 12:15 p. m. at the Palmer House.

PALESTINE (Texas).

Club No. 111. Organized 1 June, 1913. President—H. V. HAMILTON, Editor Palestine Herald, Oak St. Phone 472.

Secretary—DR. ROY W. DUNLAP, Physician. (Eye, Ear, Nose and Throat), Room 26 Link Bldg. Phone 594. Res. Phone 1158.

Meetings held on 2nd and 4th Wednesdays of each month, 12 m., at Interstate Restaurant.

PARSONS (Kansas).

Club No. 184. Organized 15 September, 1915. President—GEO. B. KARR, Baldwin Shirt Company, Custom Shirts, 2400 Broadway.

Secretary—FRANK A. PFEIFFER, Pfeiffer Jewelry Co., 1810 Main Street.

PATERSON (N. J.).

Club No. 70. Organized 25 February, 1913.
 President—EDWARD SCEERY, Florist. 85 Broadway.
 Phone 493.
 Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.
 Meetings held third Thursday of the month at 6:30 p. m. at G. H. Crawford's, 148 Washington St.

PENSACOLA (Fla.).

Club No. 162. Organized 9 March, 1915.
 President—WM. FISHER, Pres. Fisher Real Estate Agency. Palafax & Intendencia St. Phone 2051.
 Secretary—WALTER P. CUNNINGHAM, Gen. Secy. Y. M. C. A., 400 N. Palafax St. Phone 1230.
 Luncheons every Tuesday at 1 p. m. at San Carlos Hotel June 1st and alternate Tuesday. At Hughey's June 8th and alternate Tuesdays.

PEORIA (Ill.).

Club No. 76. Organized 26 April, 1913.
 President—B. L. HULSEBUS, Architect, 1001-2 Jefferson Bldg.
 Secretary—S. B. PRICE, Brown's Business College. Commercial College, 332 N. Jefferson Ave.
 Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

PHILADELPHIA (Penna.).

Club No. 19. Organized 30 November, 1910.
 President—HARRIS J. LATTA, Surety Bonds, 620 Pennsylvania Bldg. Bell Phone Locust 1549. Res. Phone Cynwyd 93Y.
 Secretary—CHARLES A. TYLER, Assistant to the Treasurer of the Public Ledger Co., Independence Square. Bell Phone Walnut 3000; Key., Main 3000. Res. Phone Cynwyd 99W.
 Club Headquarters 520 Pennsylvania Bldg. 15th & Chestnut Sts. Bell Phone Locust 4-30.
 Regular luncheons at the Adelphia Hotel, 13th and Chestnut Sts., on Wednesdays, 12:30 to 1:30 p. m. Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.
 HOTEL: Hotel Adelphia. Chestnut and 13th Sts., European. Rates, \$2.50 up.

PHOENIX (Ariz.).

Club No. 100. Organized 10 January, 1914.
 President—DR. JOHN DENNETT, JR., Pres. Hassayampa Creamery Co. Mail Address P. O. Box 1017. Phone 761. Res. Phone 1287.
 Acting Secretary—CLAUDE DECATUR JONES, Vice-Principal Phoenix Union High School, 445 N. 6th St. Address mail to P. O. Box 1074.
 Club Luncheons held every Friday from 12:10 p. m. to 1:30 p. m. at the Arizona Club.

PIQUA (Ohio).

Club No. 135. Organized 9 October, 1914.
 President—JOHN P. SPIKER, Pres. The Superior Athletic Underwear Co. Athletic Underwear. Downing & River Sts.
 Secretary—JOHN T. NIELSON, Secy. & Treas., The Magee Bros. Co., Printer, 216 W. High St.
 Luncheons every Tuesday from 12:00 p. m. to 1:30 p. m. at Hotel Favorite.
 Dinners held last Tuesday in month at 6:00 p. m. at Hotel Favorite.

PITTSBURGH (Penna.).

Club No. 20. Organized 2 December, 1910.
 President—STEWART C. McFARLAND, Prop. Industrial Casualty Insurance. 62 Vandergrift Bldg. Phone Court 593. Res. Phone Schenley 2825-J.
 Secretary—JAMES O. CORBETT, Rooms 619-620 Park Bldg., 5th Ave. and Smithfield St.
 Club Headquarters at office of Secretary.
 Meetings and luncheons each Wednesday at 12:15 p. m., except during July and August, at Fort Pitt Hotel.

PORT ARTHUR (Texas).

Club No. 147. Organized 7 January, 1915.
 President—FRANK IMHOF, Building Material, 301 Fort Worth Ave.
 Secretary—WALTER N. MUNROE, Electric Light & Power, Realty Bldg. Address mail to P. O. Box 477.
 Luncheons every Thursday at 12:15 p. m. at Plaza Hotel.

PORTLAND (Me.).

Club No. 177. Organized 6 January, 1915.
 President—FRANK L. RAWSON, Supt. New England Tel. & Tel. Co., 45 Forest Ave. Phone, 7600. Res. Phone, 6000.
 Secretary—OLIVER P. T. WISH, Secy. Portland Society of Art, 111 High Street. Phone, 1270 Res. Phone, 1986-J.
 Club Headquarters at office of Secretary.
 Luncheons every Friday at 12:15 p. m. at Falmouth Hotel.

PORTLAND (Ore.).

Club No. 15. Organized 7 June, 1910.
 President—FRED SPOERI, Mgr. Pacific Tel. & Tel. Co., 7th & Oak.
 Secretary—J. L. WRIGHT, President Portland Printing House Co., 388 Taylor St.
 Club Headquarters, 201-2 National Theatre Bldg., Park & Stark St. Phone, Main 9004. W. L. Whiting, Assistant Secretary.
 Weekly luncheons held every Tuesday at 12:30 p. m. Benson Hotel.
 HOTEL: The Wheeldon Annex (Apartment Hotel) 10th & Salmon Sts. European. C. L. Horn, Rotarian, Pres.
 HOTEL: Benson Hotel, Broadway & Oak Sts. S. Benson, Prop.

POTTSVILLE (Penn.).

Club No. 157. Organized 6 January, 1915.
 President—O. L. UNDERWOOD, Doutrich & Co., Men's Wear, 18 N. Centre St. Phones Bell 386J United 562. Res. Phone United 482-X.
 Secretary—J. H. ZERBEY, JR., Associate Editor Pottsville Republican, 113 Mahantongo St. Phones B-47 and U-215 W. Res. Phone U-215W.
 Luncheons every Wednesday.
 Meetings first Wednesday of month at various places.

PROVIDENCE (R. I.).

Club No. 22. Organized March, 1911.
 President—JOSEPH B. LEEMAN, Mgr. Browning, King Co., Clothing, 212 Westminster St. Phone, Union 1285. Res. Phone Broad 1927-R.
 Secretary—EVAN L. MORRIS, Prop. E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, Union 1214.
 Club Headquarters at Secretary's office.
 Luncheons second and fourth Wednesdays (with the exception of July & August) at the Crown Hotel.
 Meetings third Tuesday of each month at 6:30 p. m. (with the exception of July & August) at the Crown Hotel.
 HOTEL: Crown Hotel. European Plan. \$1.50 and up. Fred Mansfield, Prop.

PUEBLO (Colo.).

Club No. 43. Organized 19 March, 1912.
 President—G. H. NUCKOLLS, Pres. & Mgr. Nuckolls Packing Co. Wholesale Meat Packers. Phone Maine 250.
 Secretary—J. A. CLARK, Prin. and Prop. American Business College, Commercial School, Main & Sixth Sts. Phone Maine 550.
 Club Headquarters at office of Secretary.
 Weekly meetings every Monday, 12:10 to 1:20 p. m., alternating Congress Hotel and Vail Hotel.

QUINCY (Ill.).

Club No. 158. Organized 6 April, 1915.
 President—JNO. KORN, Mgr. H. Korn Baking Co., Wholesale Bakery, 617 S. 8th St.
 Secretary—A. OTIS ARNOLD, Prop. Home Instructor. Publisher, 126 N. 5th St.
 Meetings each Tuesday at 12 m. at Hotel Quincy.

RALEIGH (N. C.).

Club No. 124. Organized 4 May, 1914.
 President—ALBERT L. COX, Cox & Cox, Attorneys-at-law, 407 Tucker Bldg.
 Secretary—HOWARD WHITE, 410 Tucker Bldg.
 Luncheons second and fourth Wednesday of each month at 1:05 p. m. at The Yarborough.

READING (Penn.).

Club No. 88. Organized 23 September, 1913.
 President—KEYSER FRY, Cycle, Automobile and Sporting Goods Jobber, 616 N. 8th St.
 Secretary—CHAS. J. ESTERLY, Sales Agt., Metropolitan Electric Co., Electric Light & Power Co. 16 S. 5th St. Bell Phone 1400.
 Club Headquarters at office of Secretary.
 Luncheons every Wednesday at 12:15 p. m., except week of monthly meeting, Hotel Berkshire. Meetings held second Tuesday of each month at 6:30 p. m., at Hotel Berkshire.

RICHMOND (Va.).

Club No. 69. Organized 18 April, 1913.
 President—THOS. B. McADAMS, Cashier Merchants' National Bank.
 Secretary—HORACE F. SMITH, Freeman Advertising Agency, Inc., 703, 704 Mutual Building.
 Address mail P. O. Box 652.
 Club Headquarters at office of Secretary. Phone Madison 2413.
 Luncheons every second and fourth Tuesdays at 6:30 p. m. Consult the officers or ask for copy Tabasco, our club organ.

ROANOKE (Va.).

Club No. 123. Organized 25 April, 1914.
 President—G. C. GOOCH, JR., Treas. Stone Printing & Mfg. Co., Printing, 1016 Third St. S. W.
 Secretary—JOHN WOOD, Secy. Chamber of Commerce, P. O. Box 616.
 Luncheons every second Thursday.

ROCHESTER (N. Y.).

Club No. 36. Organized 6 September, 1911.
 President—W. J. O'HEA, District Mgr. New York Telephone Co., 95 N. Fitzhugh St. Bell, Main 12000.
 Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Bell, Main 4606; Home, Stone 6190.
 Luncheons every Tuesday, 12:15 p. m. to 2 p. m. at Hotel Rochester.
 HOTEL: Hotel Rochester. European Plan. Rates, \$1.50 per day and up. Wm. S. Horstmann, Mgr.

ROCK ISLAND (Ill.).

Club No. 112. Organized 31 March, 1914.
 President—H. S. CABLE, Pres. R. I. Savings Bank, Phone, R. I. 121. Res. Phone R. I. 259.
 Secretary—R. C. MITCHELL, State Bank, Commercial Banking, State Bank Bldg. Phone 30. Res. Phone R. I. 5.
 Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

ROME (Ga.).

Club No. 127. Organized 15 August, 1914.
 President—DR. WM. J. SHAW, Physician. Medical Bldg.
 Secretary—J. D. McCARTNEY, Managing Editor Rome Tribune-Herald, Tribune-Herald Bldg.
 Luncheons every Wednesday at 1:00 p. m. at Cherokee Hotel.
 Monthly dinners fourth Wednesday of each month at 7 p. m., at Cherokee Hotel.

SACRAMENTO (Calif.).

Club No. 97. Organized September, 1913.
 President—DR. HOWARD CAMERON, Ear, Eye, Nose and Throat Specialist, Elks Bldg.
 Secretary—CHARLES LUMBARD, Public Accountant, 333 Forum Bldg.
 Club Headquarters at office of Secretary.
 Luncheons every Thursday at 12:15 p. m. at Hotel Sacramento.

SAGINAW (Mich.).

Club No. 93. Organized 19 November, 1913.
 President—WALLIS CRAIG SMITH, Counselor-at-Law, 512 Bearinger Bldg. Phone Bell 43, Valley 306.
 Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave.
 Luncheons every Wednesday at 12 m. at the East Saginaw Club.

ST. JOSEPH (Mo.).

Club No. 32. Organized 7 November, 1911.
 President—LUTHER E. REID, American Electric Co., 214 S. 8th St.
 Secretary—E. M. PLATT, Platt's Commercial College, 9th and Frederick Ave. Phones, Bell 1367-2, Home 1367.
 Meetings of the club are held on the 2nd and 4th Tuesdays of every month at Robidoux Hotel.

ST. LOUIS (Mo.).

Club No. 11. Organized 3 March, 1910.
 President—GEO. B. HILD, Gen. Agt. Southern Pacific Co., Transportation of freight and passenger traffic, 1002 Olive St. Phone, Olive 1518 and Central 2256.
 Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.
 Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.
 Club luncheons every Thursday at 12:30, except 1st Thursday of month, when meeting is held at 6:30 p. m., at Planters Hotel, in Parlor A.

ST. PAUL (Minn.).

Club No. 10. Organized 19 February, 1910.
 President—FRED C. LISTOE, Prop. Listoe & Wold, Undertakers, 150 West 4th St. Phone, Cedar 508.
 Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089.
 Club Headquarters at Secretary's office.
 Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

SALT LAKE CITY (Utah).

Club No. 24. Organized 31 January, 1911.
 President—F. C. SCHRAMM, Pres. Schramm-Johnson Drug Co. Phone Main 10. Res. Phone Wasatch 1040.
 Secretary—SAMUEL R. NEEL, Special Agt. Mtn.

States Tel. & Tel. Co., 51 So. State St. Phone Wasatch 1-F. Res. Phone Wasatch 1135-J.
 Meetings held first Tuesday of month at 6:30 p. m. at Hotel Utah. Club luncheons every Tuesday of month except first Tuesday at 12:30 p. m. at the Hotel Utah.

SAN ANTONIO (Texas).

Club No. 52. Organized 28 June, 1912.
 President—R. CLARENCE JONES, Secy. Treas. S. A. Gas & Electric Co. Electric Companies, 305 E. Houston St. Phone Cr. 315. Res. Cr. 3040.
 Secretary—PAUL H. SCHOLZ, Secy. S. A. School Board, 409 State Bk. & Tr. Bldg. Phone Cr. 774. Res. Tr. 3621.
 Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel. Phone Cr. 10.
 Luncheons at 12:30 each Friday at one of the leading hotels.

SAN DIEGO (Cal.).

Club No. 33. Organized 2, November, 1911.
 President—HOMER W. SUMPTION, Mfr. Glazed Cement Pipe, Central Mortgage Bldg. Phone, Main 29.
 Secretary—FRANKLIN M. BELL, 704 Central Mortgage Bldg. Phones, Home 4160; Main 480.
 Club Headquarters at office of Secretary.
 Meetings are held every Thursday at 12:10.
 HOTEL: The San Diego, on Broadway. \$1.00 per day and up; European Plan. Miller & Porter.

SAN FRANCISCO (Calif.).

Club No. 2. Organized 12 November, 1908.
 President—CHAS H. VICTOR, Mgr. Yawman & Erbe Mfg. Co. Filing Systems and Devices, 712 Mission St. Phone, Douglas 2357.
 Secretary—H. H. FEIGHNER, 817 Humboldt Bank Building. Phone Douglas 1363.
 Club Headquarters at 817-818 Humboldt Bank Bldg. Phone Douglas 1363.
 Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets.
 HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

SAN JOSE (Calif.).

Club No. 116. Organized 11 March, 1914.
 President—CHARLES M. O'BRIEN, O'Brien's Confectionery, Ice Cream, 30 S. 1st St. Phone San Jose 224; Res. Phone San Jose 5793.
 Secretary—ALEX. SHERIFFS, City Supt. of Public Schools. Education, High School Bldg. Phone S. J. 55. Res. Phone S. J. 4964Y.
 Luncheons every Wednesday at 12:15 p. m. at Hotel Montgomery.

SAVANNAH (Ga.).

Club No. 95. Organized 5 January, 1914.
 President—CHAS. G. BECK, Dist. Mgr. Southern Bell Tel. & Tel. Co. Tel. & Tel. Service, 34 Drayton St.
 Secretary—C. V. SNEDEKER, JR., Snedeker & Lude-
 man, Architects, 123 Bull St. Phone, 457. Phone 833-7
 Club Headquarters 401 National Bldg.
 Luncheons every Tuesday at 2:15 p. m. at Hotel Savannah.

SCRANTON (Pa.).

Club No. 101. Organized 28 January, 1914.
 President—HARRY A SMITH, Sales Agt. Delaware, Lackawanna & Western Coal Co. Coal, 502 Traders Bank Bldg.
 Secretary—TUDOR R. WILLIAMS, Partner Williams & Richardson, Concrete Construction, 826 Connell Bldg.
 Meetings held every Monday at 12:15 p. m. at Hotel Jermyn.

SEATTLE (Wash.).

Club No. 4. Organized 15 June, 1909.
 President—R. D. PINNEO, Pacific Coast S. S. Co. Freight & Passenger Transportation, 608 Second Ave. Phone, Main 8040. Res. Phone East 3437.
 Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel. Phone Elliott 24. Res. Phone 1502.
 Club Headquarters at office of Secretary.
 Meetings held at the Washington Annex, 2nd Ave., and Stuart St., every Monday at 12:15 p. m.

SHREVEPORT (La.).

Club No. 109. Organized 28 February, 1914.
 President—JNO. McW. FORD, Pres. Kalmbach-Ford Co. Cumberland Phone 398. Res. Phone 527.
 Secretary—JNO. B. YAUGER, Underwood Typewriter Co., Typewriters, 515 Marshall St. Cumberland Phone 895. Res. Phone 1585.
 Club Headquarters at secretary's office. Phone 835.
 Luncheons first three Fridays of each month at 12:13 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

SIOUX CITY (Ia.).

Club No. 54. Organized 28 October, 1912.
President—J. H. WHITTEMORE, Treas. Hanford Produce Co., Butter and Ice Cream Mfrs., First and Court St.

Secretary—PAUL C. HOWE, American Realty Co., Building Mgr., 201 Commercial Block. Phone Automatic 9487.

Club Headquarters at office of Secretary.
Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month at Martin Hotel.

SIOUX FALLS (S. D.).

Club No. 183. Organized 18 September, 1915.
President—CHAS. M. DAY, Editor Argus Leader, 631 W. 10th St.
Secretary—S. E. LINTON, JR., Sioux Falls Gas Company.

SOUTH BEND (Ind.).

Club No. 105. Organized 7 January, 1914.
President—CHAS. C. HERR, Herr & Herr, Book Store, 111 W. Washington Ave. Phone Main 21.
Secretary—E. T. BONDS, Mgr. C. U. Tel Co., 227 S. Main St. Phone Main 770.
Club Headquarters and Secretary's Office, Oliver Hotel. Luncheons each Wednesday at 1 p. m. at Oliver Hotel.

SPOKANE (Wash.).

Club No. 21. Organized 13 February, 1911.
President—A. A. HALLANDER, Mgr. Armour & Co., Meat Packer, Wall and Railroad Ave., Phones, Main 5220 and Maxwell 1778.
Secretary—CHESTER L. WYNN, 822 Old Nat. Bk. Bldg. Phone Main 107 and Maxwell 1974.
Meetings held every Thursday at 12 m. at The Hall of the Doges, Davenport's.

SPRINGFIELD (Ill.).

Club No. 83. Organized 24 June, 1913.
President—JESSE K. PAYTON, Mgr. Sangamon County Abstract Co., Abstracts and Titles, 116 S. 6th St. Phone Main 54.
Secretary—R. FREEMAN BUTTS, Buckeye Sales Co., Advertising and Form Letters, 502 Reisch Bldg. Phone 2281.
Club Headquarters at office of Secretary.
Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

SPRINGFIELD (Mass.).

Club No. 172. Organized 24 November, 1914.
President—WM. H. SHUART, Springfield Glazed Paper Co. West Springfield, Mass.
Secretary—EDWARD PALMER, Mgr. Felt & Tarrant Mfg. Co., Comptometer Adding Machines, 318 Main St. Phone 7061.
Luncheons every Friday at 12:30 p. m. at Hotel Worthy. Meetings first Friday of every month at 7 p. m.

SPRINGFIELD (Ohio).

Club No. 98. Organized 20 January, 1914.
President—HARRY S. KISSELL, Pres. The Kissell Real Estate Co., Fairbanks Bldg.
Secretary—JAMES S. WEBB, General Agent The National Life Insurance Co. of Vermont, 417 Bushnell Bldg.
Luncheons every Monday at 12:15 p. m. at various places.

STOCKTON (Calif.).

Club No. 92. Organized 2 August, 1913.
President—DR. D. R. POWELL, Eye, Ear, Nose and Throat Specialist, Physicians' Bldg.
Secretary—S. C. BEANE, So. Pacific Company, Sacra and Main.
Luncheons every Wednesday, 12:15 to 1:30 p. m., alternating monthly between the Stockton and Clark Hotels.

SUPERIOR (Wis.).

Club No. 40. Organized 1 April, 1912.
President—J. C. CROWLEY, JR., Mgr. People's Telephone Co., 1013 Ogden Ave.
Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg.
Club Headquarters, Hotel Superior. Phone, Ogden 224. Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

SYRACUSE (N. Y.).

Club No. 42. Organized 3 May, 1912.
President—THOS. K. SMITH, Lawyer 1041 O. C. S. Bk. Bldg. Phone Warren 633. Res. Phone James 196-J.
Secretary—FRANK W. WEEDON, Entertainer, Room 148, Onondaga Hotel. Phone, Warren 2728-J.
Club Headquarters at office of Secretary.
Meetings each Friday at 12:15 p. m., excepting last Friday in month which is an evening meeting at 6:15 p. m. at the Onondaga Hotel Rathskellar. (No meetings during July & August.)

TACOMA (Wash.).

Club No. 8. Organized 3 February, 1910.
President—A. H. BASSETT, E. F. Gregory Co., Mgr. Fire Ins. Dept., 201 Nat'l Realty Bldg. Phone M2280.
Secretary—G. B. WOODBRIDGE, Tacoma Hotel, 923 A St.

Club Headquarters at Tacoma Hotel, 923 A. St. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

TAMPA (Fla.).

Club No. 117. Organized 7 April, 1914.
President—J. A. TURNER, Turner Music Co., Pianos and Musical Instruments, 608 Franklin.
Secretary—S. F. WOOTEN, New York Life Insurance Co., 307 American Bank Bldg.
Club Headquarters, Board of Trade. Meetings held every Tuesday at 12:15 p. m. at various places.

TERRE HAUTE (Ind.).

Club No. 84. Organized 2 September, 1913.
President—JNO. S. COX, Motor Car Repairs and Supplies, 22 S. 7th St.
Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Men's Furnishings, 523 Wabash Ave.
Luncheon every Tuesday at 12:15 p. m. at the Rotarian Hotel Deming, with the exception of the last Tuesday in the month when meetings are held at 6:30 p. m.

TOLEDO (Ohio).

Club No. 44. Organized 4 May, 1912.
President—CHAS. FEILBACH, The Feilbach Co., Wholesale Grocers, 23-7 S. Superior St.
Secretary—ED. R. KELSEY, Mgr. Publicity Dept. Toledo Rys. & Light Co. Bell Phone, 1225. Home Phone, 7200.
Weekly Club Luncheons held every Friday noon at 12 o'clock at the Hotel Secor.

TOPEKA (Kas.).

Club No. 130. Organized 17 July, 1914.
President—ROBERT STONE, Attorney, New England Bldg. Phone, 202.
Secretary—WM. F. AXTELL, Transfer and Storage, 528 Adams St.
Luncheons first and third Thursdays of each month at 12:15 p. m.

TRENTON (N. J.).

Club No. 129. Organized 27 June, 1914.
President—EDWARD L. KATZENBACH, Lawyer, American Mechanic Bldg.
Secretary—CHAS. F. STOUT, Proprietor Haberdashery, 38 E. State St.
Luncheons held every Thursday, 12:30 to 1:30 p. m., alternating between Hilbrecht's and Trenton House. Meeting held on third Thursday of each month at same places.

TROY (N. Y.).

Club No. 122. Organized 21 January, 1914.
President—JAS. A. BEATTIE, Laundry, 607 Broadway.
Secretary—ARTHUR J. BURCH, Box Board Mfr. 2122 7th Ave.
Luncheons every Tuesday at 1 p. m. at Hotel Rensselaer.

TULSA (Okla.).

Club No. 145. Organized 13 January, 1915.
President—WM. F. STAHL, Bond Insurance.
Secretary—J. BURR GIBBONS, Convention Hall.
Luncheons every Wednesday at 12:15 p. m. in Grill Room, Hotel Tulsa.

UTICA (N. Y.).

Club No. 160. Organized 12 March, 1915.
President—R. SEYMOUR HART, Dist. Agt. Connecticut Mutual Life Ins. Co., 103 Mayo Bldg. Phone 2227.
Secretary—DON R. SIDLE, Industrial Commissioner Utica Chamber of Commerce. Phone 5580.
Luncheons held each Friday at 12:15 p. m. in the English Room of the Hotel Utica.

VINCENNES (Ind.).

Club No. 151. Organized 12 March, 1915.
President—ELISHA MORGAN, Pres. The Saiter Morgan Co., Paints and Glass, 1001 Fairground Ave. Phone 475.
Secretary—E. R. FORTUNE, Pres. Meyer & Fortune Co., Insurance and Real Estate, K. of P. Bldg. Phone 786.
Luncheons every Tuesday (except last Tuesday in month) at 12:15 p. m., in private dining room Union Depot Hotel.

Meetings last Tuesday of month at 6:30 p. m.

WACO (Texas).

Club No. 74. Organized 23 May, 1913.
President—B. C. NETTLES, Automobiles, 712 Austin St. Phones, S. W. 435 and New 231.

Secretary—H. M. COX, c/o Bell Telephone Co. Address Mail, P. O. Box 39. Meetings every Monday at 12:15 p. m. at State House Hotel.

WASHINGTON (D. C.).

Club No. 46. Organized 11 July, 1912. President—GEO. W. HARRIS, Pres. Harris & Ewing, Photographers, 1311 "F" St. N. W. Secretary—HOLCOMBE G. JOHNSON, Johnson & Adams, Insurance, 519 Southern Bldg. Luncheons held 2nd and 4th Fridays of each month. HOTEL: The New Ebbitt, 14th and F. Streets. European, \$1.50 to \$4.00. G. F. Schutt, Prop.

WATERLOO (Ia.).

Club No. 168. Organized 16 April, 1915. President—FRED L. NORTHEY, Northey Mfg. Co. Refrigerators. Secretary—ALMON F. GATES, Waterloo Business College, Business College, 739 W. Mullan Ave. Luncheons every Monday at 12:15 p. m. at the Russell-Lamson Hotel.

WATERTOWN (N. Y.).

Club No. 132. Organized 28 October, 1914. President—JUDGE GEO. W. REEVES, Attorney, County Court House. Phone 1065. Secretary—L. deL. BERG, Mfg. Steam Specialties, 112 E. Moulton St. Luncheon every Wednesday except first Wednesday in month at 12:15 p. m. at Woodruff House Grill. Meetings held on the first Wednesday of each month except during the months of July and August at 6:30 p. m. at the Woodruff House Grill.

WAUSAU (Wis.).

Club No. 136. Organized 18 November, 1914. President—A. H. ZIMMERMAN, Fire Insurance, Marathon Co. Bank Bldg. Phone, 1289. Mail address, P. O. Box 296. Secretary—R. C. DEUTSCH, Retail Furniture, Cor. 3rd & Jackson Sts. Phone 1004.

WHEELING (W. Va.).

Club No. 155. Organized 10 March, 1915. President—CHAS. J. HUNTER, c. o. Wheeling Steel & Iron Co. Secretary—PAUL M. NEMEYER, Mgr. Nemeyer Adv. Co., Advertising Service, 511 Court Theatre Bldg. Phone Bell 919. Luncheons held each Tuesday from 12:15 p. m. to 1:15 p. m. at Hotel Windsor.

WICHITA (Kans.).

Club No. 30. Organized 11 September, 1911. President—ROBERT B. CAMPBELL, Treas. Interurban Construction Co. The Arkansas Valley Interurban Ry. Co., 120 W. First St. Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472. Meetings of Club held every Monday evening (except July and August) at place designated for each meeting. Round Table Luncheons every Friday noon at Kansas Club.

WILLIAMSPORT (Penn.).

Club No. 173. Organized 18 June, 1915. President—S. J. MACMULLAN, Mgr. Williamsport Radiator Co., foot of Walnut St. Secretary—TRACY L. NICELY, Supt. The Bradstreet Co., 327 Pine St. Club Headquarters at office of the Secretary. Luncheons every Friday from 12:15 p. m. to 1:15 p. m., except third Friday in month, when dinner is held at 6:30 p. m. at the Henry House.

WILMINGTON (Del.).

Club No. 148. Organized 23rd November, 1914. President—DR. HARRISON W. HOWELL, General Practitioner, 824 Washington St. Secretary—WALTER D. BUSH, JR., Treas. Geo. W. Bush & Sons Co., foot of French St. Address mail to P. O. Box 964. Luncheons every Thursday at 12:30 p. m., Rose Room, Hotel duPont.

WILMINGTON (N. C.).

Club No. 150. Organized 2 February, 1915. President—JNO. R. MURCHISON, Partner J. W. Murchison & Co., Water and Chestnut Streets. Secretary—MEARES HARRISS, Mgr. and Prop. Harris Typewriting and Adv. Co., 114 Princess St. Address mail to P. O. Box 166. Luncheons second and fourth Tuesdays of month, from 1 to 2 p. m. at various places.

WORCESTER (Mass.).

Club No. 51. Organized 21 March, 1912. President—BENJAMIN B. SNOW, Partner Barrett & Snow, Life Insurance, 340 Main St. Phone Park 2433. Res. Phone Park 1964.

Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 413 Main St. Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month. HOTEL: The Bancroft, European Plan. Rates, \$1.50 and up.

YOUNGSTOWN (Ohio).

Club No. 137. Organized 17 September, 1914. President—C. F. OWSLEY, Architect, Mahoning Nat. Bank Building. Secretary—J. H. JOHNSTON, Supt. Bradstreet Co. Mercantile Agency, 203 Stambaugh Bldg. Bell Phone 657. Res. Phone 4492. Luncheons every other Wednesday at noon at Hotel Ohio with the exception of one Wednesday a month when meeting is held at 6:30 p. m. No noon meetings during the months of July and August.

ZANESVILLE (Ohio).

Club No. 156. Organized 9 February, 1915. President—ALVA L. REA, Secy. and Treas. Eclipse Laundry Co. Jefferson St. Phone Bell 197. Secretary—CALDWELL H. BROWN, Asst. Cashier American Trust & Savings Bank, 510 Main St. Phones, Bell 308 and Independent 567. Club Headquarters, The Elks Club, Phone Bell 340. Luncheons each Tuesday at 12 m. except first Tuesday of the month, when evening meeting is held at 6 p. m.

Clubs Not Yet Affiliated in the Association.

BATTLE CREEK (Mich.).

Organized 21 June, 1915.

Secretary—FRED GAGE, Gage Printing Co.

BURLINGTON (Ia.).

Organized 22 September, 1915.

Secretary—G. P. EDGAR.

DANVILLE (Ill.).

Organized 1 October, 1915.

President—THOS. COSSEY, Danville Crystal Ice Co.

KEY WEST (Fla.).

Organized 17 June, 1915.

Secretary—WM. H. MALONE.

MARSHALLTOWN (Ia.).

Organized 7th July, 1915.

Secretary—FRANK G. PIERCE.

NEW ALBANY (Ind.).

Organized 28 June, 1915.

Secretary—GUSTAV E. WEINMAN, Secy. Chamber of Commerce.

Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

CALGARY (Alta.).

Club No. 113. Organized 2 March, 1914.

President—W. G. FOWLER, Mgr. Gutta Percha & Rubber Co., Ltd., 311 8th Ave. W. Phone M-5378. Res. Phone W-4557.

Secretary—DOUGLAS C. HOWLAND, Mgr. Tuco Co. of Alberta, Vacuum Cleaners, 308 McLean Bldg. Phone W-2664. Res. Phone W-4436.

Luncheon every Tuesday at 12:30 p. m. (with exception of an evening meeting to be held in place of the luncheon once a month).

HALIFAX (N. S.).

Club No. 81. Organized 5 May, 1913. President—CHAS. J. BURCHELL, Partner McLean, Paton, Burchell & Ralston, Lawyers, Chronicle Bldg. Phone 2428.

Secretary—WALTER P. PARKER, Asst. Mgr. Na. Drug & Chem. Co., Drugs (Wholesale), 14-18 Sackville St. Phone 142.

Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month. HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

HAMILTON (Ont.).

Club No. 82. Organized 17 June, 1913.

President—BRUCE A. CAREY, Director Hamilton Conservatory of Music.

Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

LONDON (Ont.).

Club No. 179. Organized 19 March, 1915.

President—J. K. McDERMID, Pres. O-P-Chee Gume Co., 618 Dundas St.

Secretary—C. H. IVEY, JR., Secretary Empire Mfg. Co., Dundas St.

Luncheons every Monday from 12:30 p. m. to 1:30 p. m. at Hotel Tecumseh.

MONTREAL (Que.).

Club No. 85. Organized 18 September, 1913.
President—T. G. WELLS, Robt. White Co., Ltd.
Laurentian Water, 638 Craig St.
Secretary—P. T. FLANAGAN, 73 St. Alexander St.
Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

ST. JOHN (N. B.).

Club No. 126. Organized 22 May, 1914.
President—A. P. ALLINGHAM, Imperial Life Assurance Co., 60 Princess St.
Temporary Secretary—STAN F. JAMIESON, Allison & Thomas, 147 Prince William St. Phone M 1202.
Luncheons every Monday at 1 p. m.

TORONTO (Ont.).

Club No. 55. Organized 28 November, 1912.
President—R. J. COPELAND, Copeland, Chatterson Co., Ltd., 156 Yonge St.
Honorary Secretary—W. A. PEACE, Imperial Life Assurance Co., 22 Victoria St.
Club Headquarters, Stock Exchange Bldg.
Weekly luncheons, every Friday at 1:10 p. m., Dunning's Hotel, 29 King St. West.

VANCOUVER (B. C.).

Club No. 61. Organized 8 March, 1913.
President—ALEXANDER R. McFARLANE, Zimmerman Mfg. Co., Ltd., Underwear, 318 Homer St. Phone Sey. 6128, Res. Phone Bayview 854L.
Secretary—G. RUSSELL RILEY, Secy. Order United Commercial Travelers of America, Office Hotel Vancouver, Phone, Seymour 9060. Res. Phone, Seymour 5350-R.
Club Headquarters Room 147 Hotel Vancouver.
Weekly luncheons every Tuesday at 12:30 p. m. at Hotel Vancouver. Round Table meetings daily at Hotel Vancouver.

VICTORIA (B. C.).

Club No. 90. Organized 27 October, 1913.
President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St. Phone 694. Res. Phone 851.
Secretary—T. J. GOODLAKE, 315 Sayward Bldg. Phone 3209. Res. Phone 998-X.
Club Headquarters at office of secretary.
Club Luncheons every Thursday at 12:30 p. m. at Empress Hotel.

WINNIPEG (Man.).

Club No. 35. Organized 3 November, 1910.
President—A. B. CALDER, Alex Calder & Son, General Steamship and Tourist Agents, 663 Main St.
Secretary—GORDON E. HUNTER, J. J. Gibbons, Ltd. Advertising Agency, 404 Tribune Bldg.
Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

Great Britain and Ireland.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

BELFAST (Ireland).

Club No. 67. Organized 14 August, 1911.
President—WILLIAM C. GABBEY, Timber Merchant, 1 Hope St. Phone, Belfast 194.
Secretary—HUGH ROYD, Atkinson & Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.
Luncheons, Monday from one to two p. m., the Grand Central Hotel.

BIRMINGHAM (England).

Club No. 108. Organized 25 November, 1913.
President—JOHN WEATHERHEAD, United Counties Bank, Ltd., Colmore Row. Phone, Central 2464.

When I Was a Dreamer
(To be sung to the air of "When I Was a Dreamer.")

By J. C. Williams, Toronto Rotary Club Poet

When I was a dreamer, I dreamed of a state,
Where Friendship in Business could thrive;
I saw in my dream a good Fellowship great,
Where men to kind thoughts were alive.
The old Golden Rule was the watchword,
And SERVICE the smooth gliding stream—
No trouble, no care and no jealousy there
ROTARY, the Club of my Dream.

Secretary—F. R. O'SHAUGHNESSY, F. I. C., Analytical Chemist, 42 Temple St.
Luncheon Mondays at 1:15 p. m. at Midland Hotel, New Street. Evening meetings third Monday at 7 p. m.

DUBLIN (Ireland).

Club No. 65. Organized 21 March, 1911.
President—RICHARD WHITE, Printer, 45 Fleet St. Phone 208 Y.
Hon. Secretary—WM. A. MC'CONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone 2983.
Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, The Imperial Hotel.

EDINBURGH (Scotland).

Club No. 62. Organized 23 September, 1912.
President—W. L. SLEIGH, J. P., Managing Director Rossleigh, Ltd. Motor Engineers, 32, Shandwick Place. Phone Central 2305. Res. Phone Central 1813.

Secretary—THOMAS STEPHENSON, F. C. S., F. R. S. E. Editor of "The Prescriber" 6, South Charlotte St. Phone Central 1214. Res. Phone Central 4975.
Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street. on alternate months. No meetings held during August and September.

GLASGOW (Scotland).

Club No. 60. Organized 12 March, 1912.
President—Wm. MC'CALL, Morris, Carswell & Co., Ltd. Wholesale Fishing Tackle Migr. 118 Howard St. Phone, Central 1653.

Interim Secy.—WALTER LAIDLAW, W. P. Laidlaw & Son, Stationer, 92 St. Vincent St. Phone, Central 8893.
Luncheons, Tuesdays at 1:15, Burlington House, 183 Bath Street.

LIVERPOOL (England).

Club No. 80. Organized 10 April, 1913.
President—W. F. B. OULTON, Director Messrs. Dodd & Oulton, Ltd. Brassfounders, 8, Stanley St. Phone Central 1177.

Hon. Secretary—J. LYON SCOTT, Principal Ashbourne House, Electrotherapeutic Establishment, 64 Mount Pleasant. Phone Royal 2430.
Luncheons every Thursday at 1 p. m. at the Bear's Paw.

LONDON (England).

Club No. 50. Organized 3 August, 1911.
President—H. N. BOLTON, T. F. Bristow & Co., Ltd., St. James Walk, Clerkenwell, E. C.
Secretary—W. STUART MORROW, DeKeyser's Hotel. Luncheons held at DeKeyser's Royal Hotel every Wednesday (except the second) at 1:15 p. m.

MANCHESTER (England).

Club No. 66. Organized March, 1912.
President—C. H. MEGSON, A. Megson & Son, Ltd., Cambridge St. Phone, Central 1232.

Hon. Secretary—F. C. KERRIDGE, Insurance Broker, 16 John Dalton St. Phone, Central 1773.
Headquarters, Albion Hotel, Piccadilly.
Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.**NEWCASTLE-ON-TYNE (Eng.).**

Organized 7th May, 1915.
Interim Secretary—W. S. PRICE, St. Nicholas Sq.

Directory of Rotary Hotels

By their subscription to space in this Directory these Rotary Hotels are helping to defray the cost of publication of the Official Directory. Their co-operation is appreciated.

NOTE: AM. MEANS AMERICAN PLAN. EU. MEANS EUROPEAN PLAN.

ALLEGTON, PA. Hotel Allen. Am. \$2.50-\$5.00. Rotarian C. W. Masters, Mgr.
(See Display Ad on Page 494 of Magazine).

ATLANTA, GA. Hotel Majestic. Am. \$2.50 Up. Eu. \$1.00 Up. Rotarian J. Lee Barnes.

BALTIMORE, MD. Hotel Rennert. Eu. \$1.50 Up. Rotarian Edw. Davis, Mgr.

BOSTON, MASS. Hotel Lenox. Eu. \$2.00 Up. Rotarian L. C. Prior, Lessee & Mgr.

BUFFALO, N. Y. Hotel Statler. Eu. \$1.50 Up. Rotarian F. W. Hinkley, Mgr.

CHATTANOOGA, TENN. Hotel Patten. Eu. \$1.50 Up. Rotarian H. R. Harper, Mgr.

CHICAGO, ILL. Hotel Virginia. Eu. \$1.50 Up. Rotarian Alex. Dryburgh, Pres. & Mgr.

CHICAGO, ILL. Hotel Sherman. Eu. \$2 Up. Rot'n J. Beifeld, Pres.; Rot'n F. W. Bering, Mgr.
(See Display Ad on Page 16 of Supplement).

CINCINNATI, OHIO. Hotel Sinton. Eu. \$2.00 Up. Rotarian W. J. Fleming, Mgr.

CLEVELAND, OHIO. Hotel Statler. Eu. \$2.00 Up. Rotarian J. T. O'Connor, Mgr.

COUNCIL BLUFFS, IA. Hotel Grand. Eu. \$1.00 Up. Rotarian L. J. Pritchett.

DALLAS, TEXAS. Hotel Oriental. Am. \$2.50 Up. Eu. \$1.00 Up. Rotarian Otto Herold.

DAVENPORT, IOWA. Hotel Kimball. Eu. \$1.00 Up. Rotarian Wm. F. Miller, Mgr.

DAYTON, OHIO. Hotel Algonquin. Am. \$3.00-\$5.00; Eu. \$1.50-\$4.00. Rotarian J. E. Peirce.

DENVER, COLO. Hotel Albany. Eu. \$1.00 Up. Rotarian Sam Dutton.

DETROIT, MICH. Hotel Statler. Eu. \$1.50 Up. Rotarian F. W. Bergman, Mgr.

EDINBURGH, SCOT. Carlton Hotel. Rotarian J. C. Bisset, Mgr.

JACKSON, MISS. Edwards House. Eu. \$1.00-\$2.50. Rotarian B. J. Smith, Mgr.

LIMA, OHIO. Hotel Norval. Eu. \$1.00-\$2.50. Rotarian E. C. Eppley, Prop.

LONDON, ENG. E. C. De Keyser's Royal Hotel, Victoria Embankment. Rotarian S. A. Fabes.

LOS ANGELES, CAL. Hotel Hollenbeck. Eu. \$1.00 Up. Rotarian J. S. Mitchell.

MACON, GA. Hotel Lanier. Am. \$2.50-\$4.00; Eu. \$1.00-\$2.50. Rotarian T. W. Hooks, Prop.

MANCHESTER, ENG. Hotel Albion. Rotarian Francis G. Groenert, Mgr.

MILWAUKEE, WIS. Hotel Pfister. Eu. \$2.00 Up. Rotarian Ray Smith, Mgr.

OMAHA, NEBR. New Henshaw Hotel. Eu. \$1.00 Up. Rotarian T. J. O'Brien, Prop.

PADUCAH, KY. Hotel Palmer, \$1.00-\$4.00. With shower bath, \$1.50. Rotarian Dick Townsend.

PHILADELPHIA, PA. Hotel Adelphia. Eu. \$2.50 Up. Rotarian D. B. Provan, Mgr.
(See Display Ad on Page 491 of Magazine).

PITTSBURGH, PA. Fort Pitt Hotel. Eu. \$1.50-\$7.00. Rotarian A. B. Stahl, Mgr.

PORTLAND, ORE. The Wheeldon Annex. Eu. \$1.50-\$4.00. Rotarian C. L. Horn, Pres.

PROVIDENCE, R. I. Crown Hotel. Eu. \$1.50 Up. Rotarian Fred Mansfield, Prop.
(See Display Ad on Page 494 of Magazine).

QUINCY, ILL. Hotel Quincy. Eu. \$1.00-\$2.50. Rotarian Chas. H. Achepohl, Mgr.

RALEIGH, N. C. Hotel Yarborough. Eu. \$1.00 Up. Rotarian B. H. Griffin, Pres.

RICHMOND, VA. Hotel Richmond. Eu. \$1.50 Up. Rotarian S. T. Atkinson.

ROCHESTER, N. Y. Hotel Rochester. Eu. \$1.50 Up. Rotarian Wm. D. Horstmann, Mgr.

ST. PAUL, MINN. Hotel St. Paul. Eu. \$2.00 Up. Rotarian Chas. G. Roth, Mgr.

SALT LAKE CITY, UTAH. Hotel Utah. Eu. \$1.50 Up. Rotarians Geo. O. Relf, Mgr.; Wm. Gill, Ass't. Mgr.

SAN FRANCISCO, CAL. Hotel St. Francis. Eu. \$2.00 Up. Rotarian James Woods, Mgr.

SAN FRANCISCO, CAL. Hotel Herald (Family). Eu. \$1.00 Up. Rotarian Leo Lebenbaum, Mgr.

SEATTLE, WASH. Hotel Perry. Eu. \$2.00 Up. Rotarian H. Brobst, Mgr.

SOUTH BEND, IND. Hotel Oliver. Eu. \$1.00-\$4.00. Rotarian F. E. Faulknor.

SPRINGFIELD, ILL. St. Nicholas Hotel. Am. \$3-\$3.50; Eu. \$1.50-\$2. Rotarian John McCreery.

SPRINGFIELD, MASS. Hotel Worthy. Eu. \$1.50; \$2.00 up with bath. Rotarian Wm. W. Benson, Mgr.

STOCKTON, CAL. Hotel Clark. Eu. \$1.00 Up. Geo. I. Cochran, Mgr.

SYRACUSE, N. Y. The Onondaga. Eu. \$1.50-\$5.00. Rotarian P. C. Welch, Mgr.

TERRE HAUTE, IND. Hotel Deming. Eu. \$1.00 Up. Rotarian W. A. Cochran, Mgr.

TOLEDO, OHIO. Hotel Secor. Eu. \$1.50 Up. Rotarian A. L. Wallick.

VINCENNES, IND. Union Depot Hotel. Am. \$2-\$3; Eu. \$0.50-\$1.50. Rot'n Edw. Watson, Pres.

WACO, TEXAS. State House Hotel. Eu. \$1.00 Up. Rotarian W. W. Seley, Prop.

WILMINGTON, DEL. Hotel DuPont. Eu. \$1.50-\$5.00. Rotarian Ernest S. Taite, Mgr.

WORCESTER, MASS. Bancroft Hotel. Eu. \$1.50 Up. Rotarian Chas. S. Averill, Pres.

HOTELS STATLER

Making Men Over

EVERY night we receive hundreds of tired men, worn out by a hard day in a strange city. And we make them over, and they go out next day *ready for it*.

Pleasant, well-ventilated, quiet rooms; good beds; courteous, gracious service; every convenience and comfort a tired man wants which a hotel can supply—these are among the good things you'll always be sure of at any Hotel Statler.

Your satisfaction guaranteed, whether you spend \$1.50 or \$20 a day.

Hotels Statler are the Rotary Club hotels in Buffalo, Cleveland and Detroit

**BUFFALO - CLEVELAND
DETROIT**
Rotary Hotels



Buffalo
450 Rooms
450 Baths



Detroit
800 Rooms
800 Baths



Cleveland
700 Rooms
700 Baths



HOTEL MAJESTIC
NEW YORK

is the unusual in hotel accommodation. It is a magnificent structure, perfectly appointed, close to city activities, but removed enough for beauty and quiet. Fronts on Central Park—an entire block from 71st St. to 72nd St. All of the 600 rooms receive air and light from the great out-doors. Rooms \$2.00 and up.

Write me and I will send you a booklet and a Rotarian letter.

COPELAND TOWNSEND
Managing Director
Central Park West at 72nd Street.



The Newhouse Hotel

SALT LAKE CITY, UTAH

Opened to the Public March 27th, 1915.

FIREPROOF

400 rooms, every room with a bath, and an outside room

Absolutely first-class Rates, \$1.50 and up
SAM'L NEWHOUSE, Pres. F. W. PAGET, Mgr.
(Rotarian)



CARD OF INTRODUCTION

MR. Allen D. Albert,

Minneapolis, Minn.

MEMBER ROTARY CLUB

TO HOTEL SHERMAN
RANDOLPH STREET AT CLARK
AND FORT DEARBORNE HOTEL
AT LA SALLE STREET STATION
CHICAGO

DOWNTOWN ROTARY CLUB HOTELS

**Chicago Down-Town
Rotary Hotels**

Rotarians who visit Chicago are cordially invited to write us for a card of introduction to our **Rotary Hotels**.

HOTEL SHERMAN CO.,
Chicago, U. S. A.

Here's our sincere Christmas toast;
The pleasure be ours of serving you most

Rotary Jewelry Suggestions for Holiday Gifts.



No. 75

LADIES' BROOCH

Genuine Whole Pearls Solid Gold
Very New and in Splendid
Taste \$7.00



No. 71

**REGULAR
ENAMELED
LAPEL
BUTTON**

14K Gold \$1.35
10K Gold \$1.25
BUTTON With Fine White
Full Cut
Diamond
14K Gold \$1.50
10K Gold \$1.35 \$4.50 to \$20.00



No. 72

**SMALL
ENAMELED
LAPEL
BUTTON**

14K Gold \$1.35
10K Gold \$1.25
With Fine White
Full Cut
Diamond
14K Gold \$1.50
10K Gold \$1.35 \$4.50 to \$20.00



No. 50
FOBS

14 Karat Gold \$15.00
10 Karat Gold 11.00
Perfectly Cut Fine White Diamond
Additional, \$10.00 and up
\$3.75 Sterling Silver \$4.00
1.50 Gold Filled 3.50
Gold Plate 3.00



No. 900

LADIES' BROOCH

Solid Gold \$3.75
Gold Filled 1.50



No. 71-1

**ENAMELED
DIAMOND
BUTTON**

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